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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXXI.

CHICAGO, ILLINOIS, OCTOBER 15, 1912.

No. 4.

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of your belt separate like  
this it wasn't



## "R. F. & C." Solid Woven Rubber Belt

The "R. F. & C." gives MAXIMUM of strength and  
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GILT-EDGE SERVICE AND TOP PRICES

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## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it  
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Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

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Price \$10.00  
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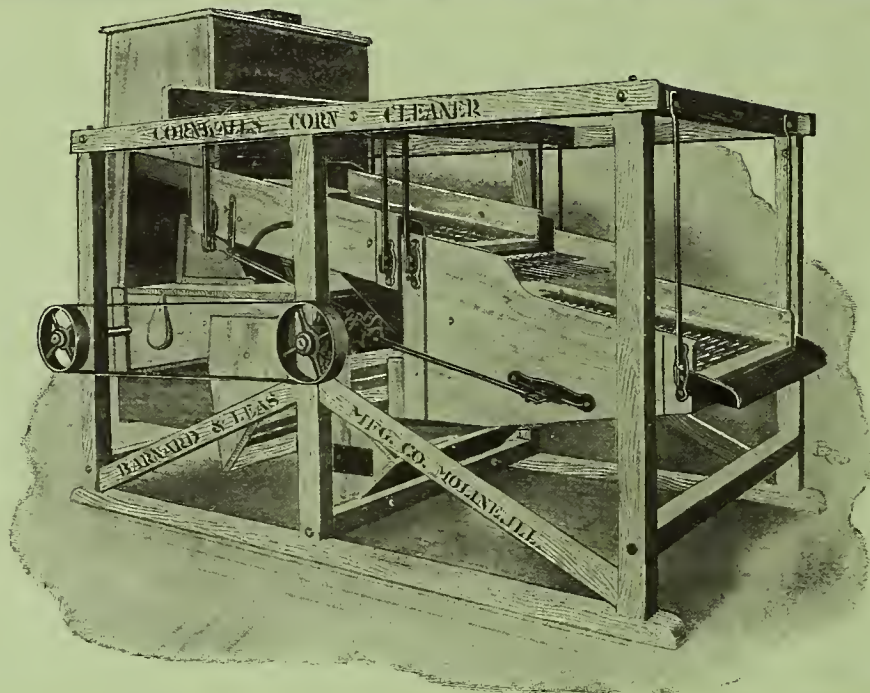
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Your old outfit will be taxed to its utmost. Will it stand the strain? Better get an outfit you know will be right.

The **VICTOR CORN SHELLER** and **CORNWALL CORN CLEANER** have everywhere proven themselves the best on the market.

Wherever corn is grown the Victor Corn Sheller has shown its superiority.



The Cornwall Corn Cleaner, the first of the shaker cleaners, with its patent finger sieve that cannot clog, its adjustable sieves, its perfect air and sieve separations, its simplicity of adjustment and durability, has shown itself to be the leader ever since its introduction.

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## BARNARD & LEAS MFG. CO.

### MILL BUILDERS AND



### MILL FURNISHERS

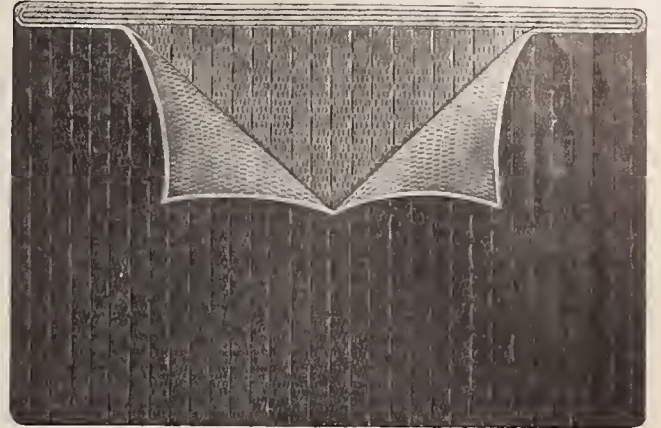


ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



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Sulphur fumes have no effect whatever on ANTISULPHO BELTING—one installation has outlasted high grade rubber belting **THREE TIMES** and is still in service apparently as **GOOD AS NEW**.

If you operate a BLEACHERY and need a belt,  
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"ANTISULPHO" is of the same general construction as REXALL DOUBLE STITCHED BELTING, our Standard Grain Belt for ELEVATING and CONVEYING.

Scientifically built. No rubber to deteriorate.  
Will outlast the best rubber belt **TWO TO ONE** and **COSTS LESS**.

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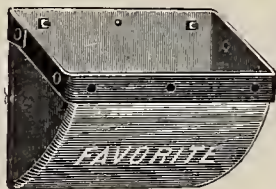
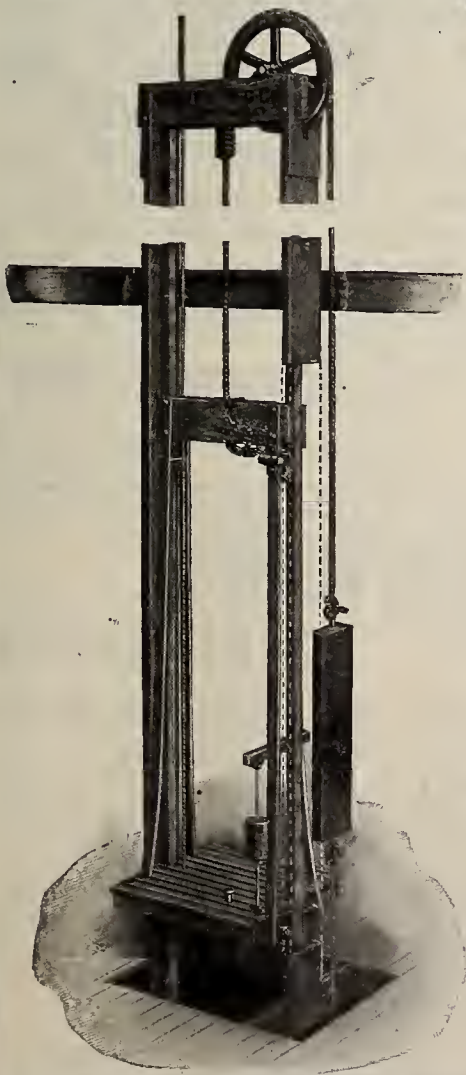
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### Complete Equipment for Handling Materials and Transmitting Power

It's our special business to solve your elevating, conveying and power-transmission problems.  
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Various styles for handling all materials in elevators and mills. Ask for descriptions and estimates.

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Combines many new and unique features making for increased efficiency and safety in operation. You should get full information on this.

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These have **Cold Rolled** Sectional Flights and are naturally much more serviceable than the old-style construction.



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WE WERE THE FIRST TO BRING OUT A

# Single Steel Disc Feed Grinding Mill

that has proven a perfect success.

NEARLY 600 IN USE

The cost of installing is  $\frac{2}{3}$  less than any other high class Grinding Mill on the market.

The stock ground on the American Special Chopper is soft and bulky and just the kind of ground feed required for stock feeding.

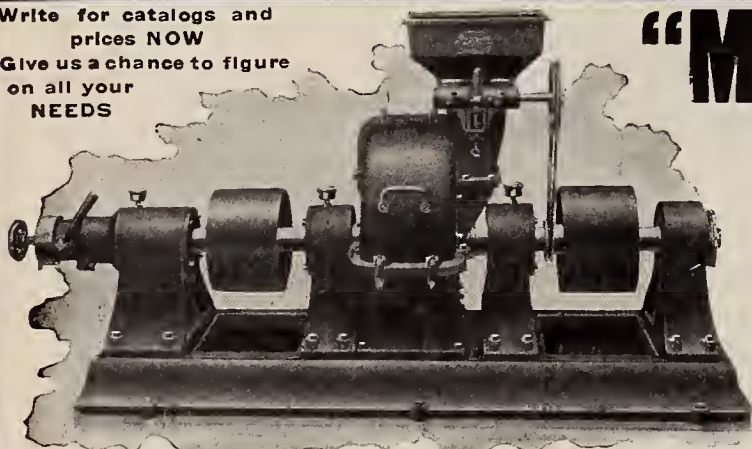
The Grinding Plates used on the American Special are fully covered by patents.

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Give us a chance to figure on all your NEEDS



MONARCH BALL BEARING, BELT DRIVEN ATTRITION MILL

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FEED GRINDERS WILL ALWAYS

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A SAVING of 35% to 55% in POWER

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DIRECT CONNECTED ELECTRICALLY MOTOR DRIVEN

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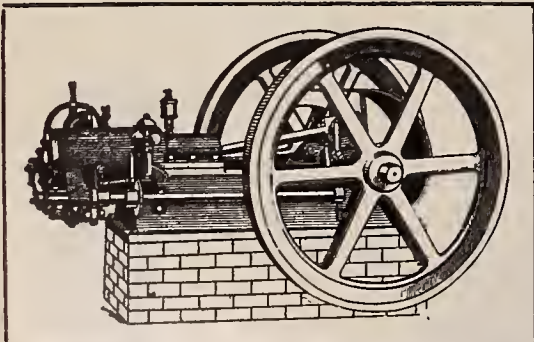
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Thousands in Use

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**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

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## THE INVINCIBLE-SYPHER

Electro Automatic Magnetic Separator



**Very Durable—Small Consumption of Current**

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

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Gentlemen:—We used the Corn Dryer on about thirty cars last fall and found that you had more than exceeded your guarantee.

Our broker said we had the best corn that had arrived in that section.

We would not be without the Dryer at any cost.

Very truly yours,

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## Elwood's Grain Tables

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel.

One of the most useful books ever offered to millers.

Indorsed by prominent millers and grain dealers.

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**\$1.25**

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## Fumigation Methods

By W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators.

313 Pages. Price \$1.00.

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THE manager of a prominent elevator company has written about his experience of over 22 years with

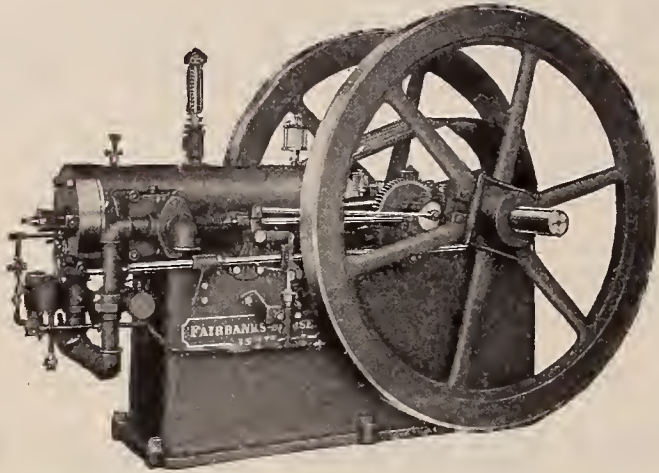
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May we send you a copy of his interesting letter? Write for it by No. 17-B.

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# Fairbanks-Morse Oil Engines



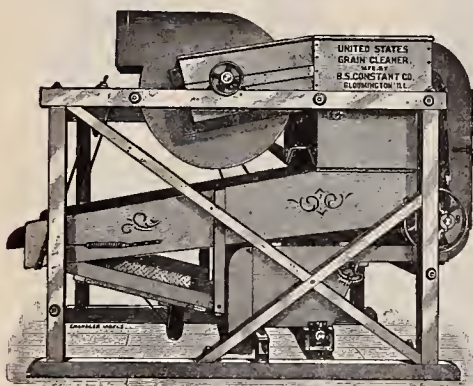
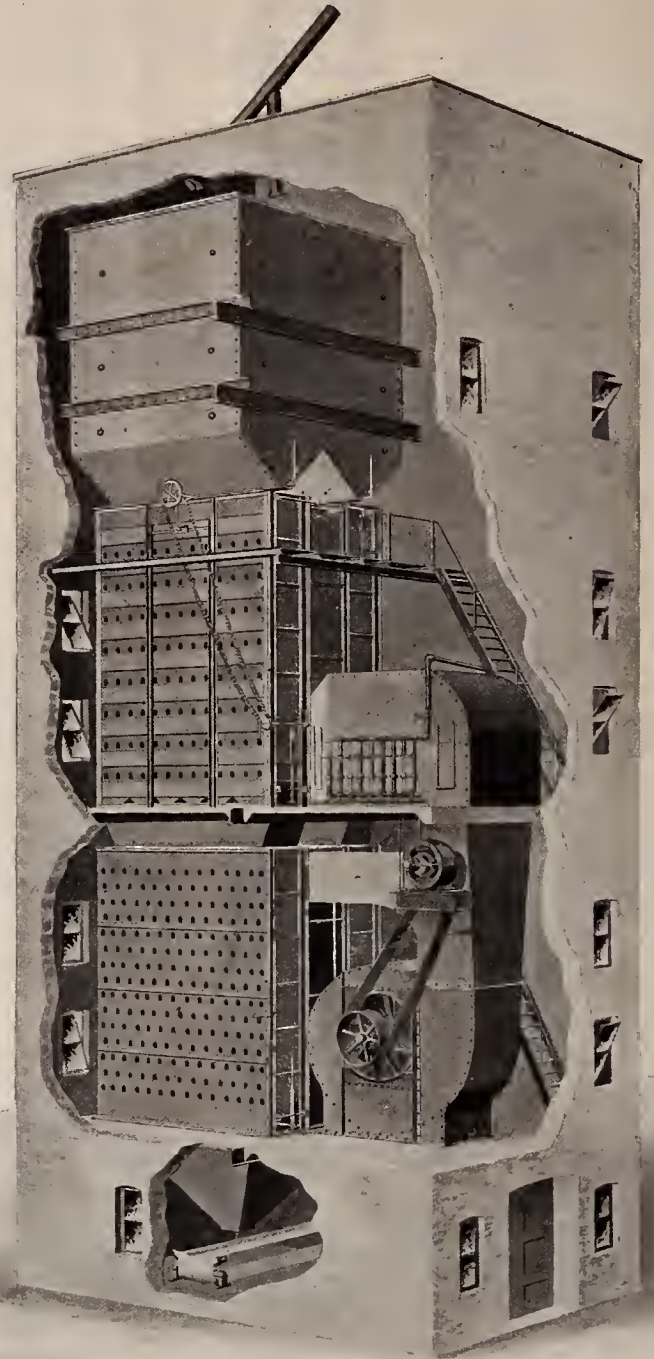
## Made Right AND Sold Right

Ideal power for the elevator. Run on Kerosene, Gasoline or Low Grade Distillates. Built for hard service. Simple in construction and easy to operate. Deliver more than rated power for actual work. Save time, labor and money for the user.

## Dependable, Durable, Economical

Sold under the Fairbanks-Morse guarantee. Thousands of satisfied users. Send for Catalog No. 544SV. It will interest you.

**Fairbanks, Morse & Co.,** 900 South Wabash Ave.  
CHICAGO, ILLS.  
Wagon and Portable Scales, Gasolene Engines, Pumps, Water Systems, Electric Light Plants, Windmills, Feed Grinders



## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentrix.  
Five Separations and  
All the Corn Saved.

## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.  
State distance between floors and get our  
Net Price

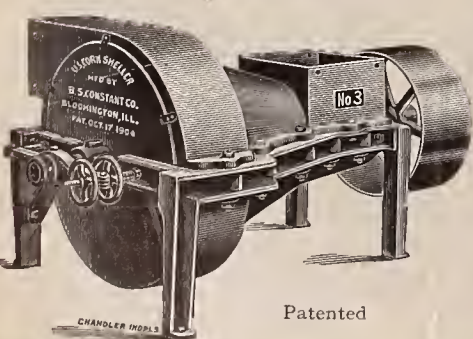
## U. S. Corn Sheller

Fan Discharge,  
over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.

Send for a Catalog.

**B. S. CONSTANT CO.**  
Bloomington Illinois



# In Times of Peace Prepare for War

THIS saying applies as well to all industrial enterprises as it does to war between nations. They who are found prepared to take advantage of a crisis will be found successful, as well in business as war. If a nation is threatened with a war, they immediately commence to get the latest improvements in guns and battleships and put forth every effort to be prepared to meet the enemy with the latest improvements in the game of war.

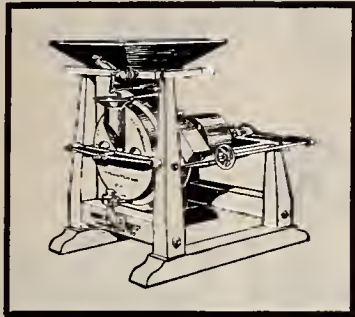
Therefore, we say in times of peace prepare for war. Get a Morris Drier and you will be prepared to save your grain when the time comes. You insure your grain against damage by fire. Why not insure it against damage by water? To do this install a Morris Drier. Ask for catalogue.

## Morris Grain Drier Co.

Manufacturers of

**Grain Driers, Coolers and Conditioners**  
507-511 Chamber of Commerce, MILWAUKEE, WIS.





## N. & M. Co. Buhr Mills Grind Finest Corn Meal and Feed

They grind the highest grade rye, graham and buckwheat flours. They make the smoothest and most nourishing stock feed. Don't tear or "burn" the grain.

### A Paying Investment

for private or public grinding. N. & M. Co. Buhr Mills do better work than any other meal or feed mill and last a lifetime without repairs. Genuine French Buhr mill stones. Very simple. A boy can operate them. Low first cost. Fully guaranteed.

### 30 Days' Trial

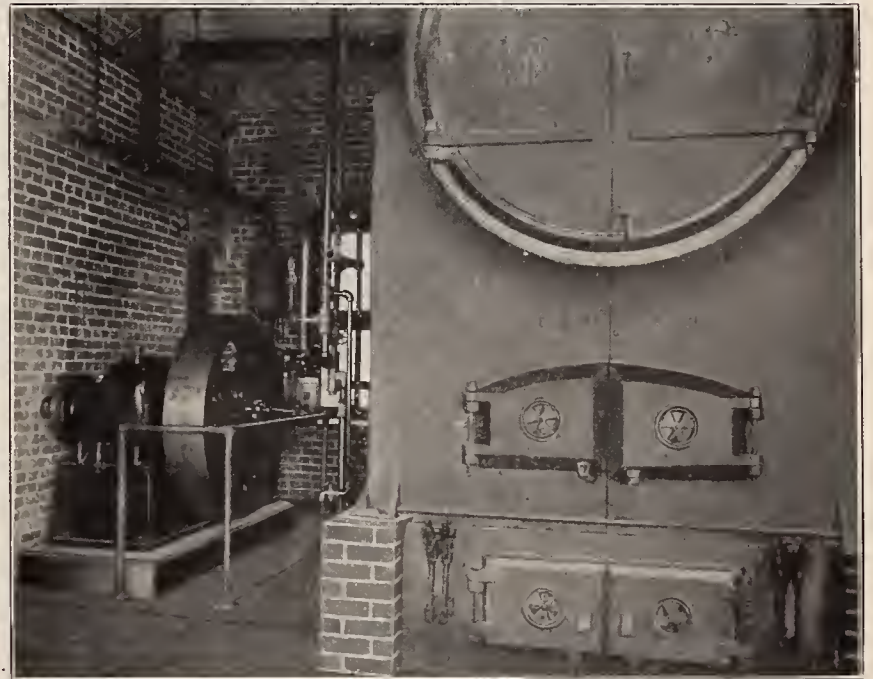
Costs you nothing if it doesn't convince you. Write for trial plan and "Book on Mills."

## Nordyke & Marmon Company

(Established 1851)

1256 Morris Street  
Indianapolis, Indiana

# THE ELLIS DRIER CO.



Boiler and Engine Room of the Holmquist Elevator Company Drying Plant, Omaha, Neb.

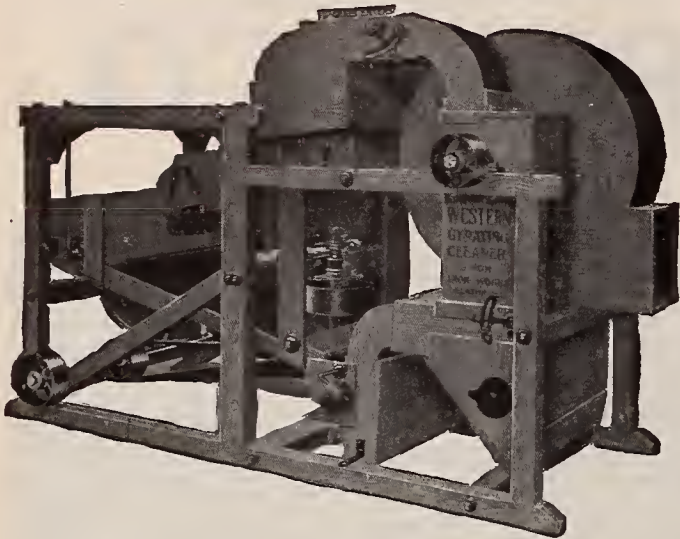
The engine and boiler room as shown above is illustrative of the power layout of a modern drying plant. The High Speed Enclosed Automatic Engine is direct connected to a "Sir-rocco" Fan, which is completely separated from the engine room as shown. Exhaust steam from the engine is piped directly to the coils on the floor above. Water of condensation from the steam coils is returned by gravity to the boiler feed pump. A further description of this plant appears elsewhere in this issue.

Postal Telegraph Bldg.  
CHICAGO



# WESTERN

machinery has played an important part in handling the world's Grain crop for nearly half a century.



The Western Gyration Cleaner

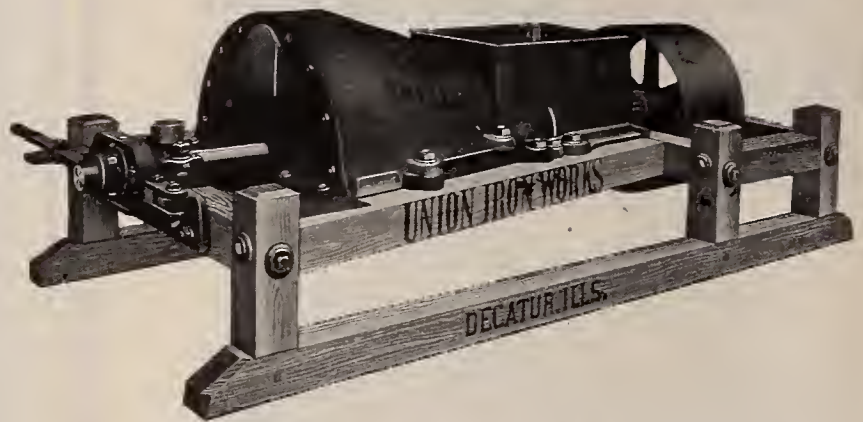
We manufacture everything needed for the grain elevator, from pit to cupola.

Write for Catalogue.

## UNION IRON WORKS

## Our SHELLERS and CLEANERS

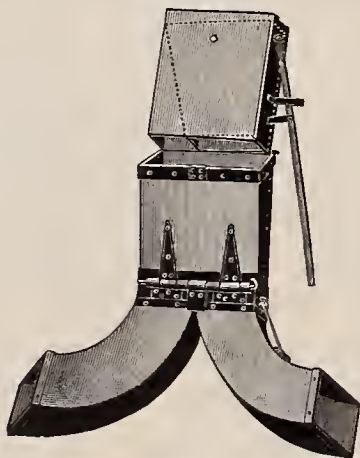
are the recognized standard wherever corn is grown.



The Western Regular Warehouse Sheller

## DECATUR, ILLINOIS

### THE GERBER BIFURCATED GRAIN SPOUT



The only Spout made for trimming cars that will load both ends at the same time. It is made very heavy and has cast linings.

Cast Linings for Bifurcated Grain Spout

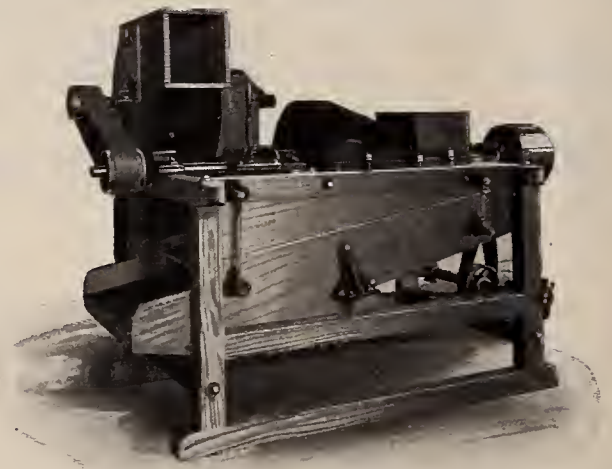


When ordering cast linings give number of parts required.

For particulars write

J. J. GERBER - - MINNEAPOLIS, MINN

### Let Others Tell The Story



### THE SIDNEY COMBINED SHELLER AND CLEANER

Burrton, Kan., Feb. 16, 1912

Gentlemen:—

The Combined Sheller and Cleaner purchased of you in November, 1910, has given excellent satisfaction. It shells the corn off the cob good, and cleans it in A No. 1 style. We have shelled several thousand bushels of corn with this sheller and if needing another Machine of this kind would make the order a repeater of the order of November, 1910. Very truly yours,

THE BURRTON GRAIN COMPANY

Per C. A. Dundon, Mgr.

Write for Complete Catalogue No. 25

### THE PHILIP SMITH MFG. CO., Sidney, O.

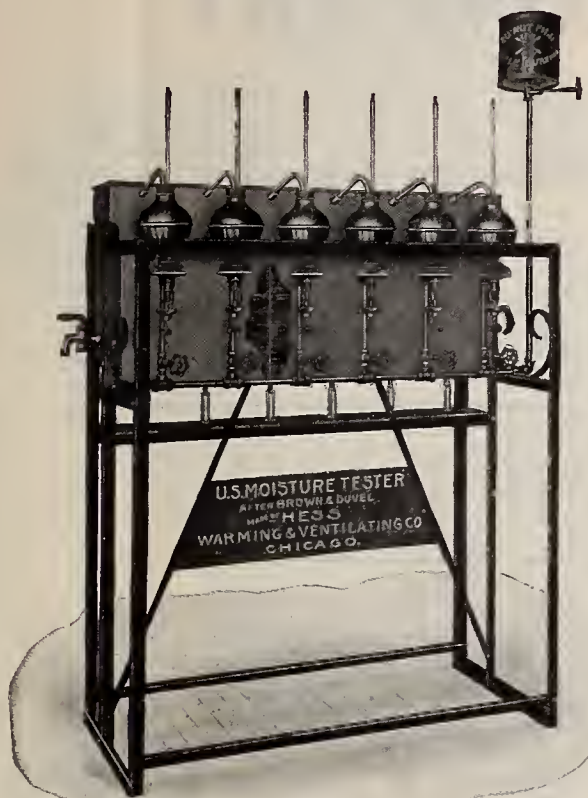
We manufacture the most complete and up-to-date line of Corn Shellers in the world.

A Complete Stock at Enterprise, Kans.



# The Hess U. S. Moisture Tester

(After Brown & Duval)



**There are more Hess Moisture Testers in use than all other makes combined**  
**Why?**

**Because** they are adapted for use with gasolene, which is the most available fuel for the country grain man, as well as with gas, electricity or alcohol, where these are preferred.

**Because** we use substantial copper flasks and tubes, instead of fragile glass bubbles which break and cause constant expense.

**Because** our tester is substantially built of heavy steel, on a strong steel stand of convenient height and not of flimsy sheet iron without a stand, as are other devices made for testing.

**Because we guarantee** our apparatus, our thermometers, our graduates and scales, to be **accurate**, subject to return at our expense if not satisfactory.

**Because** we keep a full supply of testers, scales and duplicate parts on hand **IN CHICAGO**, ready for instant shipment.

This is the year **YOU** need one. Ask for our free booklet, also about our **Grain Drier**.

**HESS WARMING & VENTILATING CO., 910 Tacoma Bldg., Chicago**

## Oats - Corn Barley

**The  
Quaker Oats  
Co.  
Buyers**

**Chicago - Illinois**

## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
Shippers  
to  
Collect  
Claims

Requires  
No  
Repairs

Occupies  
Small  
Space

Most  
Economical  
to  
Install



No Bother  
to  
Operate

Never  
Gets Out  
of  
Order

Will Not  
Rust  
or  
Wear Out

60 Days'  
Trial

PORTABLE BAGGER

Write for Catalog.

**National Automatic Scale Co.**  
Bloomington, Illinois



# ARMOUR Grain Co.

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## GRAIN DEALERS

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CONSIGNMENTS SOLICITED.  
This department is fully equipped  
in every way to give the very best  
service in Chicago.

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137 So. La Salle St., CHICAGO

# POPE & ECKHARDT COMPANY

Commission Merchants

## GRAIN AND SEEDS

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316-322 Western Union Building  
CHICAGO

# The Michigan Millers Mutual Fire Insurance Company

of LANSING, MICHIGAN

makes a specialty of *quick service*, both in writing

## Short Term Insurance,

*and in*

## Loss Adjustments

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Telegram blanks for grain insurance furnished on request.

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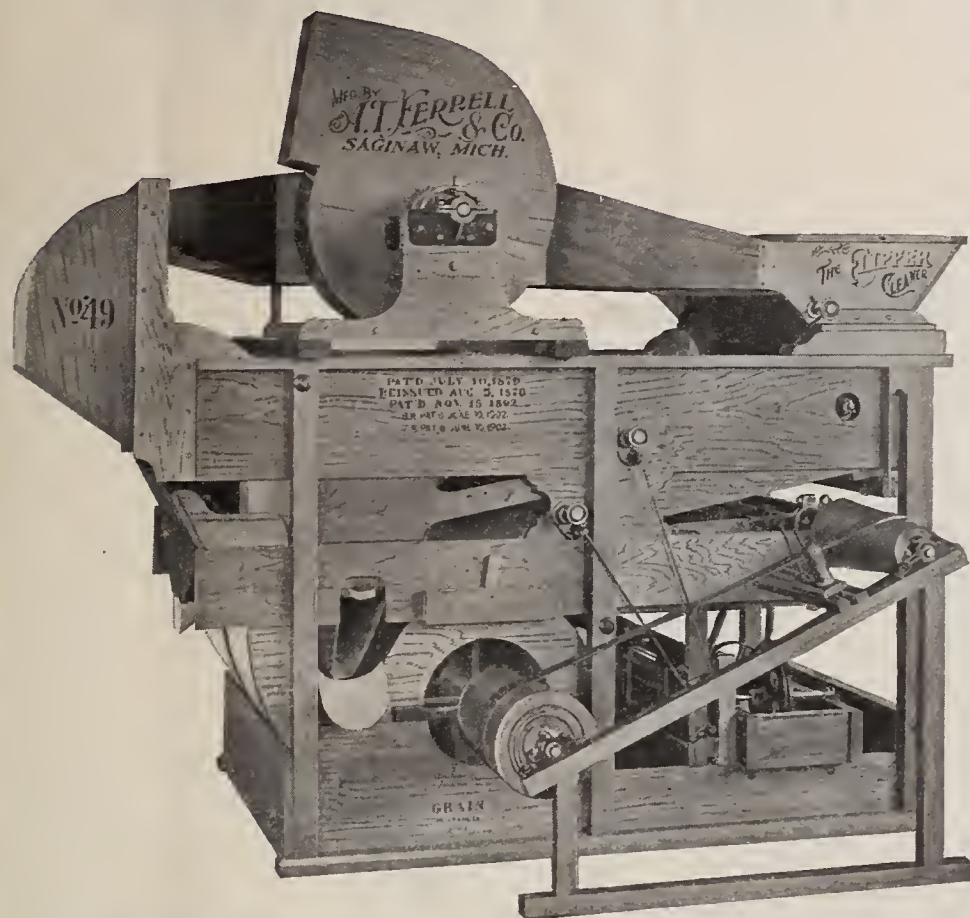
A. D. BAKER, Secretary

ROBERT HENKEL, President

Members Mutual Fire Prevention Bureau



# "Clipper" Grain and Seed Cleaners



The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

**A. T. FERRELL & CO.,**

**SAGINAW, MICH.**



## A Profitable Mill for Profit-Seeking Millers

There's money in the feed business.

But the only way you can get it—that is, get more of it than you've been getting, is to show the "other fellow's" customers that your brand of feed is of a better quality than his.

What people want now-a-days is **quality**. And it's a dead certainty they're going to deal with the man who gives them the most for their money.

You could wear a cheaper hat than you do. But you don't.

Why?

Simply because you prefer paying a dollar or so more and getting **quality**.

The same principle holds good in the feed business.

Most persons will gladly pay a little more for a good, clean-cut feed than pay ordinary prices for ordinary feed.

Therefore, put quality into your feed and—  
Get More Business.

To produce high-grade feed you must own a high-grade mill.

Look where you may and as long as you will, you will never find a mill that is capable of grinding out feed possessing so high a degree of quality as the **Wolf Feed Mill** is capable of doing.

That's why so many millers and feed-mill owners who have installed this mill are enjoying such an increase in business.

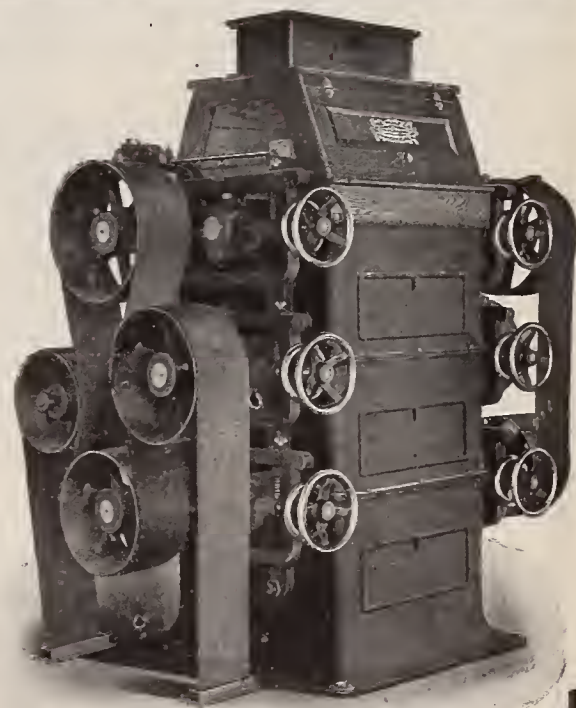
The **Wolf Feed Mill** is built to produce clean-cut feed—not to squeeze, mash and tear the stock, but to **cut**.

You can greatly increase the demand for your brand of feed if you care to.

The secret lies in the installation of a **Wolf Feed Grinding Mill**.

If you want to know how this mill is built and why it produces so high a grade of feed—

**Mail the Coupon. Mail it now.**



*When writing for particulars, please state whether you are interested in a two-pair high or a three-pair high mill.*

**THE WOLF COMPANY,  
Chambersburg, Pa.**

Gentlemen:—

Please send me full particulars regarding the Wolf Grinding Mill. Two Pair High. Three Pair High.

Name .....

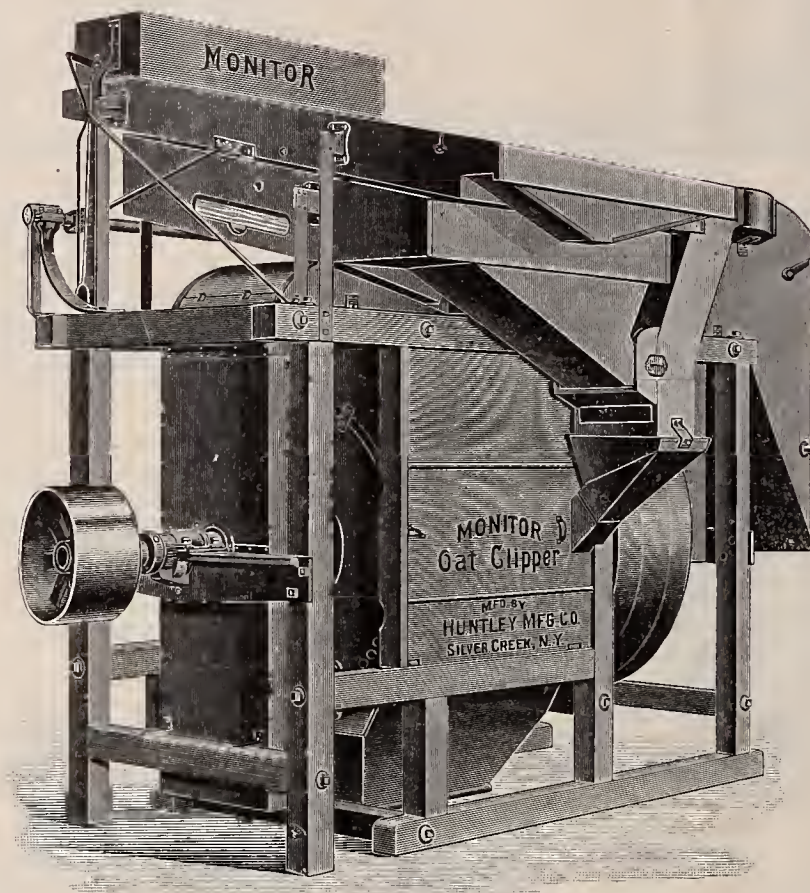
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Post Office..... State.....

**THE WOLF COMPANY, Chambersburg, Pa.**



# "MONITOR" OAT CLIPPERS



## A low operating expense for clipping and cleaning oats

**With a greater range of closer governed work**

Indisputable are these cold facts: more "Monitor" Oat Clippers have been installed in more of the largest, best equipped elevators constructed in recent years than any other make. Efficiency, durability, low operating and yearly up-keep expense are the four points of superiority that have made "Monitors" the universal favorite.

Simply and easily, operating at full rated capacity, "Monitors" perform these combined operations: Oats are clipped to perfection—the amount of clipping under close control of the operator—as much clipped as desired. There is no hulling—no waste. The oats are polished—given a brightened, improved appearance. Two screen and two air cleanings, before and after clipping—all impurities are removed. Adjustment is positive; ease of regulation gives the operator any class of work—from light to heavy—fancy or straight clipping.

Backed by nearly two decades of oat clipper designing we have been able to place on these machines improvements that make for better results and superior service. New and exclusive are our isolated, heavy-duty, self-oiling bearing, (ball bearings if desired) adjustable clipping cylinder—spiral, ventilated case, etc., etc. The heaviest built clippers of today—still, they require only the minimum of power for the work produced. Their powers of endurance without equal.

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Owego, N. Y.—J. H. Foote



# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXXI.

CHICAGO, ILLINOIS, OCTOBER 15, 1912.

No. 4

## NEW GRAIN ELEVATOR FOR THE HARBOUR COMMISSIONERS OF MONTREAL.

The marine traffic of the port of Montreal is second only to that of the port of New York, among all the ocean ports of North America. An important portion of the export traffic from Montreal is grain, which is, for the greater part, wheat from the western provinces of Canada.

Prior to 1910 the export grain handling equipment in Montreal Harbor consisted of a 1,000,000-bushel steel elevator, owned and operated by the Harbour Commissioners, adapted for unloading lake and canal vessels but not designed for extensive railway

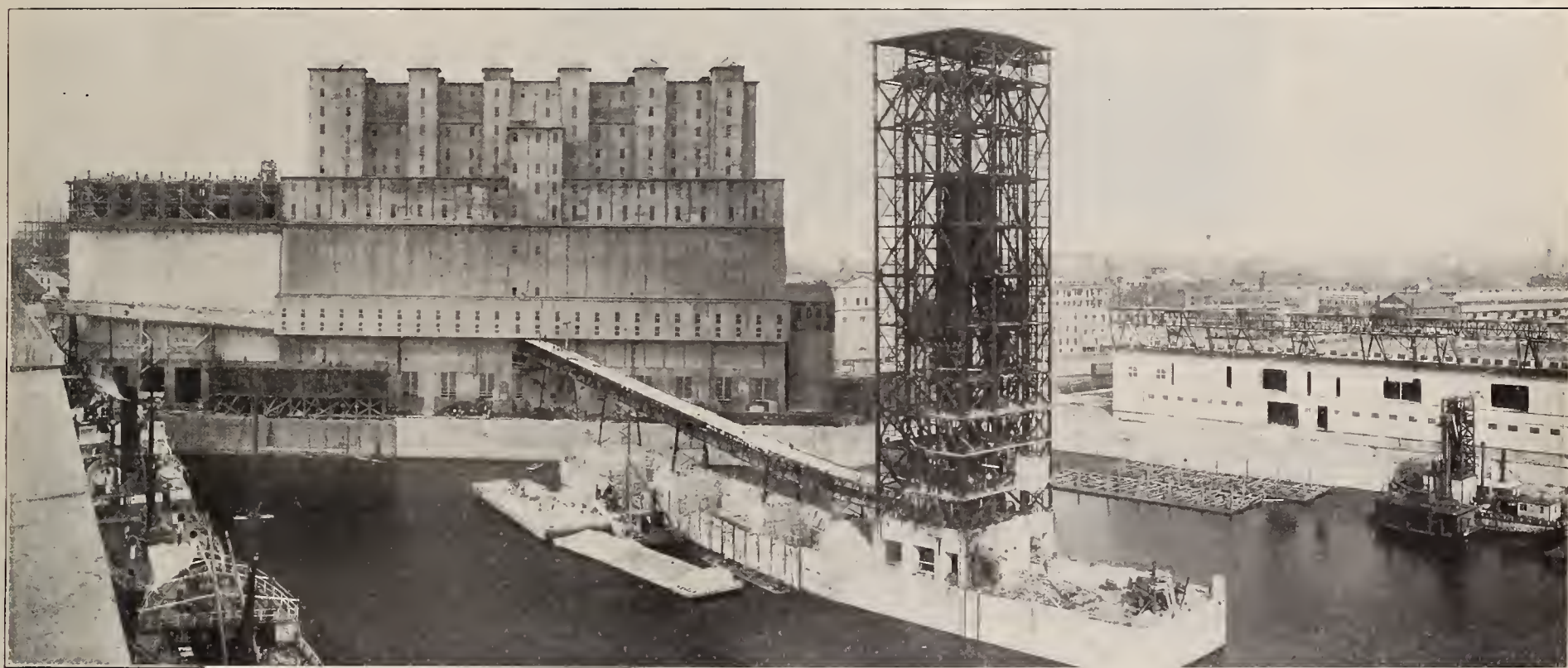
the new elevator. This company were the designers and builders of the Grand Trunk Elevator in Montreal harbor and of the great export grain conveyor system belonging to the Commissioners; so that they were familiar with the development of the port and the details of the problems to be solved. The instructions were to provide the best in structure, equipment and efficiency. The Commissioners were resolved that Montreal's export traffic in grain should not suffer through lack of thorough facilities.

In the summer of 1912 the elevator and a portion of the shipping conveyors were ready for the handling of car grain; and the marine unloading equipment went into operation on October 1 of this year. Even though the capacity of the new elevator was to be 1,772,000 bushels, it was found in 1911 that

etc., beneath the site. Two large drivers with No. 1 Warrington Steam Hammers were employed. On top of the piles a reinforced concrete slab 3 ft. 6 ins thick was laid, extending over the entire foundation area. An idea of the foundation problem may be gained when it is known that loads as high as 1,270 tons had to be carried on some of the columns.

Concrete piers and walls were built on top of the foundation slab and carried up to the track level. The track girders are of reinforced concrete, except over the receiving pits, where they are of steel. Boot tanks and track hoppers are of steel.

The foundations of the 850,000-bushel storage addition were differently treated. As there were to be no elevator legs, and consequently no boot tanks, in this portion of the elevator, the deep excavation



GENERAL VIEW OF MONTREAL HARBOUR COMMISSIONERS' ELEVATOR NO. 2, WITH CONVEYOR SYSTEM, FROM OUTER END OF JACQUES CARTIER PIER.

Designed and Constructed by John S. Metcalf Co., Limited, Montreal and Chicago.

car traffic; a 1,000,000-bushel steel elevator owned and operated by the Montreal Warehousing Company (a corporation subsidiary to the Grand Trunk Railway), equipped for the unloading of both railroad cars and inland vessels; two obsolete wooden elevators, owned by the Canadian Pacific Railway and since torn down; and a small fleet of floating transfer elevators of varying age and efficiency.

In the early part of 1910 the Harbour Commissioners of Montreal determined on the immediate construction of a new grain elevator of the highest class to provide (a) a rapid and efficient plant for the unloading of those railway cars for which the Grand Trunk Elevator was not available; (b) extensive additional capacity for quick unloading of inland vessels which were often being delayed for days in the harbor waiting to be unloaded; (c) sufficient additional storage capacity so that merchants could hold grain at the exporting point when it became advantageous to do so, and to eliminate the necessity for direct and almost immediate transfer of inland cargoes to ocean vessels; (d) facilities for shipping grain from the new elevator, not only to the present vessel berths but to others under course of planning.

The Harbour Commissioners retained John S. Metcalf Co., Limited, as their constructing engineers for

the storage room of the port would still be inadequate; and as the elevator was to have machinery equipment suitable for taking care of several millions of bushels of storage capacity, the Commissioners ordered the capacity of the elevator to be increased by 850,000 bushels, making the total capacity of the new work 2,622,000 bushels. The storage addition will be ready for grain this fall.

A description of the important features of the work follows:

**Dimensions.**—The elevator, including the storage addition, is 456 feet 8 inches long by 100 feet wide, and 220 feet high to the tops of the leg towers.

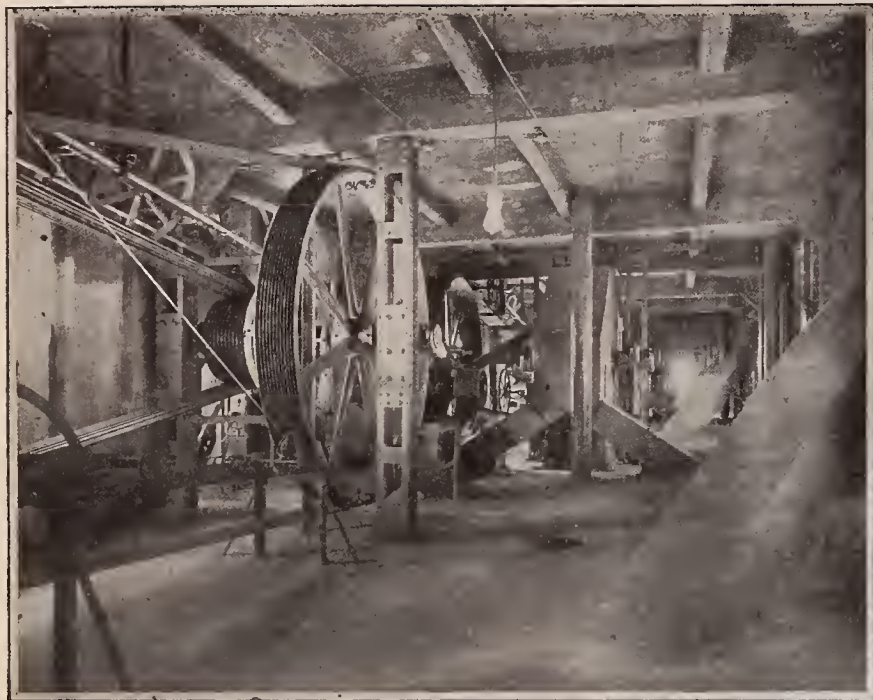
**Foundations.**—The elevator is built on filled ground and in part is above old wooden wharves long since buried by the gradual making of land along the river bank. The range of water level in the St. Lawrence at this point is approximately 25 feet. The rail elevation is at high-water level; but to provide for deep receiving pits it was necessary to carry a considerable portion of the excavation for the main elevator down to a depth of about 20 feet; accordingly the entire area of the main building was excavated to low-water level and 7,730 wooden piles were driven. The driving was found to be exceedingly difficult, owing to the boulders, old cribs,

necessary for the main elevator was not required. Consequently 1,535 reinforced concrete piles were used. These were of the Simplex Moulded Inserted type, with their tops about four feet below base of rail. Above them the foundation concrete was placed.

**First Story.**—Four railroad tracks extend through the entire elevator. The bin openings are 22 ft. 6 in. above the tracks. The columns supporting the bins are of reinforced concrete, about 24 ft. centers, in general, each way. Some of these columns are as large as 6½x5½ ft. They are surmounted by the heavy concrete girders supporting the bins. These main girders are 5 ft. deep and 6½ ft. wide. The first floor is of concrete except at hopper and grain openings, where steel gratings are employed. Curtain walls are of concrete, with a large area of fire-proof windows. The track openings are closed by rolling steel doors.

**Bins.**—The bins are of reinforced concrete; are rectangular in form and 86 ft. deep. The bin walls are in general 8 ins. thick; bin capacities range from 6,800 bushels to 14,300 bushels; and the total number of bins is 278, exclusive of shipping bins. Along the water side of the elevator the upper portion of each bin is used as a shipping bin. An intermediate





TOP FLOOR—ELEVATOR HEADS AND DRIVES.

concrete bin bottom is placed about mid-height of the bin, the upper portion of the bin discharging to the shipping conveyors and the lower portion being used as an ordinary storage bin.

The bins were constructed by the use of moving forms raised by nuts working in jack castings attached to the forms, the nuts traveling on threaded rods set vertically in the concrete walls. Rapid progress was made in the building of the walls; the height of 86 feet in the storage addition was run in less than 14 days, day and night work.

The bin bottoms are of reinforced concrete, in part supported directly on the bin girders and in part suspended from them. Each bin opening is provided with a cast-iron and steel revolving turnhead, with rack and pinion valve, opened and closed from the floor below.

**Cupola.**—The cupola construction is a remarkably fine example of reinforced concrete. Columns, girders, floor and roof beams, wind bracing, stairs, curtain walls, floors and roofs are all of concrete. In fact, only in the case of machinery supports has structural steel played any important part. The lower sides of the floor and roof beams are cambered.

Curtain walls are 2½ ins. thick, supported at short intervals by concrete ribs connecting with the floor beams. The windows are of the fireproof type. The roof covering is of tar, felt and gravel, except on the leg towers, where the concrete is water-proofed and covering omitted.

The cupola is 107 ft. high above the bin walls and 220 ft. above the base of rail. This means that there are very few, if any, higher reinforced concrete buildings in existence.



BELT CONVEYORS IN SECOND STORY, OVER BINS.

Above the storage addition the cupola is but two stories high, as the only machinery above those bins is the conveyors and spouts for filling the bins.

**Marine Tower.**—A marine tower for unloading boats is placed on a jetty projecting into the neighboring slip. The tower is so placed that two vessels may be unloaded simultaneously, one lying along each side of the jetty. The tower is placed 340 feet from the elevator. It is built of structural steel, this material being adopted instead of concrete because it is expected that in the event of the Georgian Bay Canal being built and 600-ft. vessels being brought to Montreal for unloading, it may be desired to extend the jetty farther and move the tower to such a distance from shore that 600-ft. vessels may be unloaded without interference. As the

shorter jetty is, however, better adapted to present congestion in the harbor, it has been adopted until such time as the increased size of lake boats coming to Montreal shall require its extension.

A steel gallery runs from the marine tower to the elevator, and contains the conveyor belts for taking grain received by boat to the elevator.

#### SHIPPING CONVEYOR GALLERIES.

Study of the accompanying diagram will show the extensive system of shipping galleries built and contemplated. Those already built in connection with Elevator No. 1 were two miles in extent. Those to be added in connection with Elevator No. 2 will bring the total to 2½ miles, using ten miles of rubber belt. All galleries are of steel, with concrete floors and roofs and corrugated steel side-covering.

#### MISCELLANEOUS STRUCTURES.

A reinforced concrete building is provided for a grain dryer and its boiler plant, and there is a similar structure for the transformers and switchboard.

#### EQUIPMENT.

**Receiving from Cars.**—There are four receiving tracks, 24 track hoppers, and 12 receiving legs. Each leg is fed from two hoppers, one on either side, interlocking valves being used so that it is impossible for grain to reach the leg from more than one hopper at a time. Track hoppers are of large size, and a pair of power shovels is provided at each. Thus the unloading of a car on one side of the leg is independent of that on the opposite side, and unloading from both cars may proceed simultaneously, as the legs are of sufficient capacity (12,000 bushels per hour each) to quickly elevate the contents of either hopper as soon as the elevation of the contents of the other has been completed.

The elevator will receive 240 cars in ten hours with the ordinary complement of men, and with extra men can better this in emergencies. Cars are handled by heavy car-pullers using ¾-in. wire cable. Each receiving elevator discharges to a 2,500-bushel garner over a 120,000-lb. Fairbanks Hopper Scale, whence the carload is sent by spouts, or belt conveyors and spouts, to the desired bin.

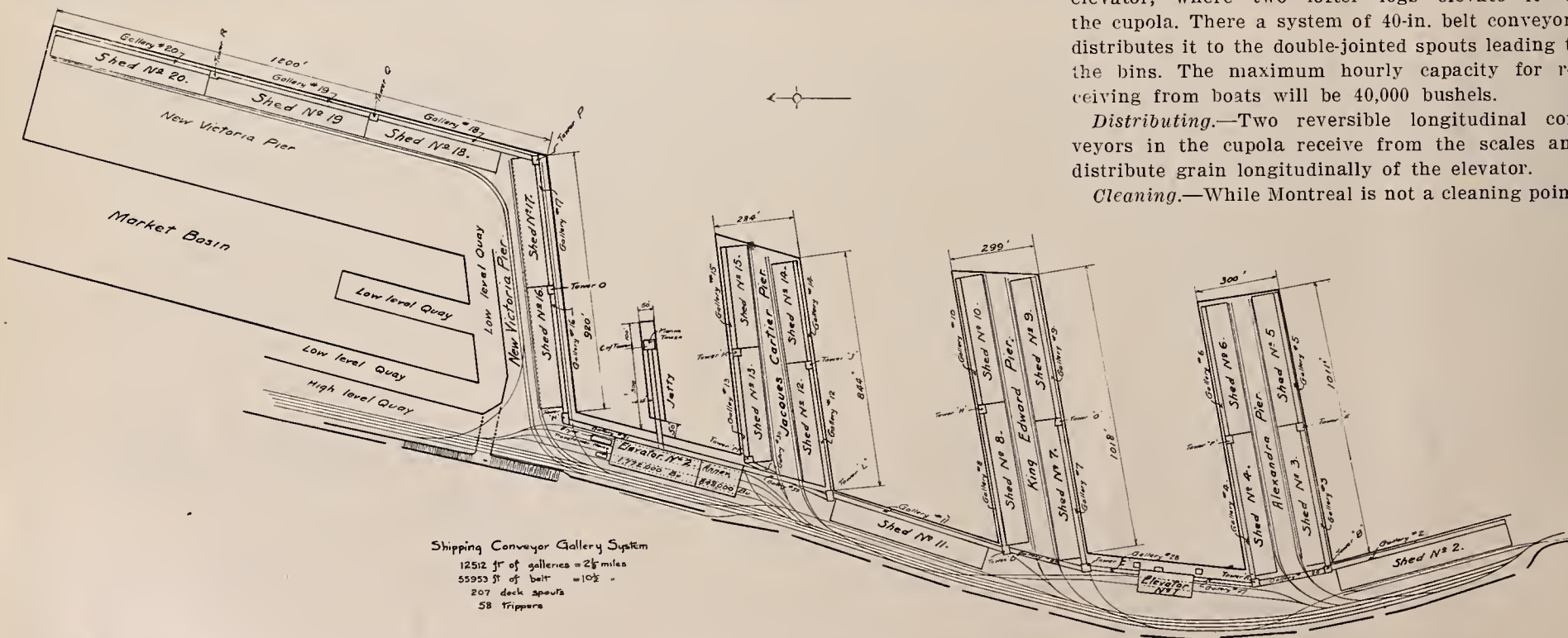
**Receiving from Boats.**—The marine tower is equipped with two marine legs, each of 20,000 bushels' hourly capacity on the dip. One leg operates on each side of the tower, so that two boats may be unloaded simultaneously. The grain from the legs is weighed by two pairs of 6,000-lb. Fairbanks Continuous Automatic Weighing Machines. Complete ship shovel and clean-up shovel apparatus, operated by air, and the best of equipment for raising and lowering the legs and adjusting them horizontally to the position of the boats, is provided.

The marine legs are of steel, 115 ft. long between centers of pulleys, and are the longest marine legs ever constructed.

Two 40-in. belt conveyors carry the grain to the elevator, where two loftier legs elevate it to the cupola. There a system of 40-in. belt conveyors distributes it to the double-jointed spouts leading to the bins. The maximum hourly capacity for receiving from boats will be 40,000 bushels.

**Distributing.**—Two reversible longitudinal conveyors in the cupola receive from the scales and distribute grain longitudinally of the elevator.

**Cleaning.**—While Montreal is not a cleaning point,



GENERAL PLAN OF GRAIN ELEVATORS AND GALLERIES OF THE HARBOUR COMMISSIONERS OF MONTREAL, CANADA.

John S. Metcalf Co., Ltd., Engineers, Montreal and Chicago.



AUTOMATIC WEIGHING MACHINE,  
5,000 LBS. PER DRAFT.

VIEW ON FIRST FLOOR.

ANOTHER VIEW ON FIRST FLOOR.

two large steel cleaning machines are provided for emergency cleaning and separating.

**Shipping to Cars.**—Four carloading spouts are provided so that cars may be loaded if desired. This sometimes becomes necessary in order to get grain to a winter port farther east after the port of Montreal has been closed.

#### SHIPPING TO OCEAN VESSELS.

In connection with Elevator No. 1 the shipping conveyors served fourteen vessel berths on King Edward, Alexandra and Jacques Cartier Piers and the neighboring shore wharves. Five berths are being added on the new Victoria Pier.

The side shipping gallery of Elevator No. 2 contains six shipping conveyors. Two will extend north to serve the Victoria Pier, and four will run south to connect with the conveyors to the present fourteen berths. It will be possible for either elevator to ship to any of the nineteen berths.

The shipping system of Elevator No. 2 will be served by five shipping legs, each with a capacity of 16,000 bushels per hour. The total shipping capacity of Elevator No. 2, starting with the shipping bins full, will be 90,000 bushels hourly for ten hours.

Grain for shipment by boat is weighed through five pairs of 5,000-lb. Fairbanks' Automatic Weighing Machines, each provided with automatic registers, printing devices and electrical counters in the weighman's office. As shipping to boats and receiving from boats are continuous operations, automatic scales are used for this work; but as it is necessary in receiving from cars to keep each car weight separate, hopper scales are employed for car receipts.

#### DRYING SYSTEM.

A Hess Drying Plant with a capacity of 5,000 bushels per day is included in the equipment. This has a separate leg so that interference with the main receiving and shipping legs is avoided.

#### POWER.

All power is supplied by electric motors of the induction type. In the elevator, marine tower and the new shipping galleries, the motors number eighty, the total being 4,680 horsepower.

An ingenious and efficient system of electric signals controls the operation of elevator legs and shipping conveyors. When the extent of the shipping system is remembered, and the interconnection of the two elevators, it will be seen that the signal system, particularly for shipping, must be instantaneous and sure. Its design was accomplished with credit.

#### THE SYSTEM AS IT NOW IS.

The Harbor Commissioners' grain storage and shipping system will now consist of the following:

Two grain elevators, with two marine legs each and a conveyor system by which grain can be delivered from either elevator to any of nineteen steamer berths. Everything is of fireproof construction and all machinery is electrically driven. There is a storage capacity for 3,620,000 bushels and contemplated extensions for 3,790,000 bushels more; to-

tal, 7,410,000 bushels. Grain may be received from cars at a rate of 33,000 bushels per hour and at the same time from boats at a rate of 55,000 bushels per hour.

Grain can be shipped by the conveyor system to ocean steamers at their regular berths at a rate of 150,000 bushels (equal to 4,500 tons) per hour. It is possible to deliver grain to five steamers at the same time at a rate of 30,000 bushels per hour to each, or it is possible to deliver to ten steamers at the rate of 15,000 bushels per hour to each at the same time.

The present conveyor system comprises two miles of conveyor galleries and over eight miles of rubber belting. In addition to this there is under construction another half mile of gallery with two miles of rubber belting.

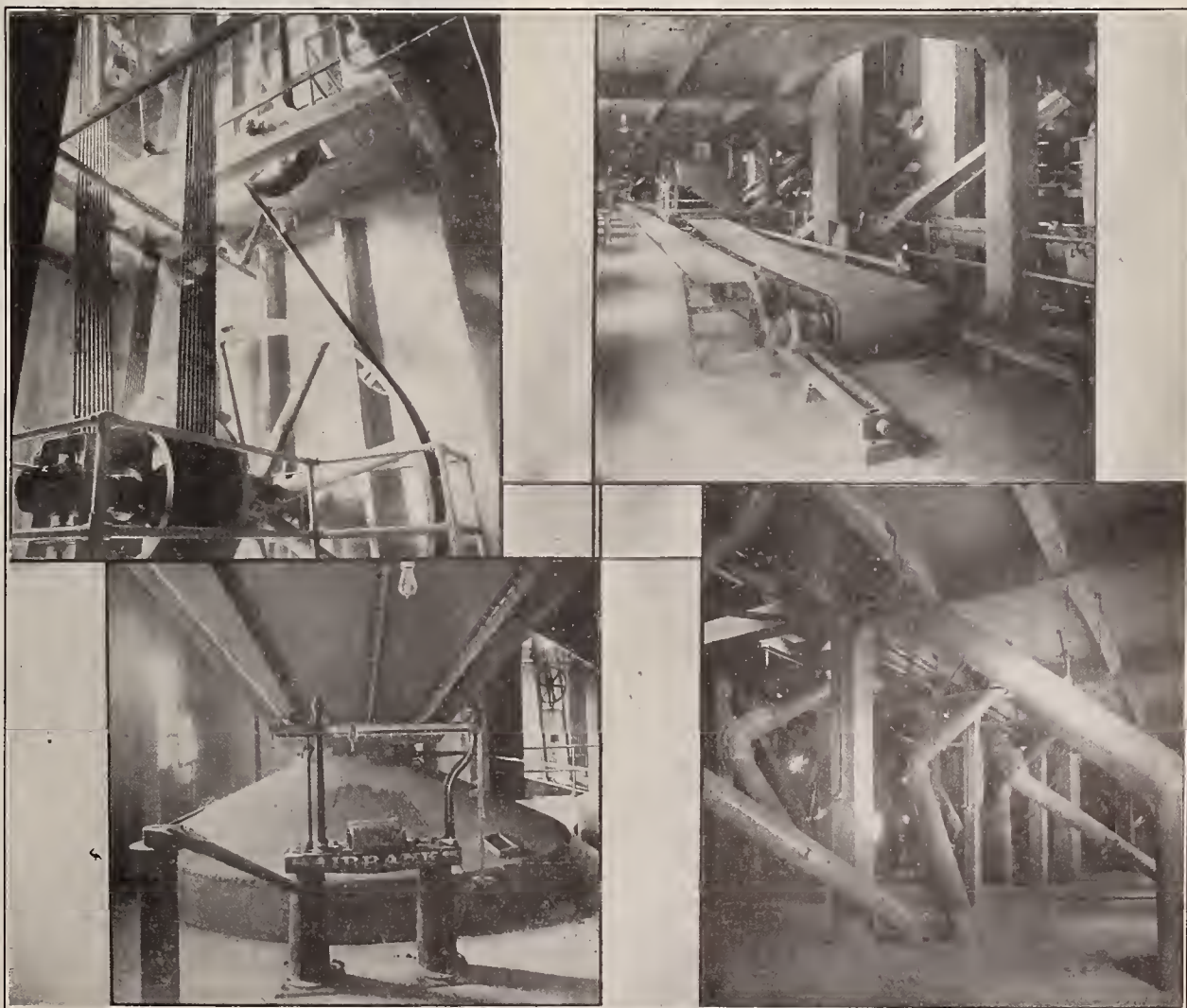
The constructing engineers for the Montreal Harbour Commissioners were the John S. Metcalf Co., Limited, Montreal, under Mr. F. W. Cowie, chief engineer. This company were also the designers of the conveyor system in connection with Elevator No. 1.

It is easy to say that this building or that building is the best ever built, and this elevator or that elevator can handle more grain than any other; the Harbour Commissioners responsible for the new work, Messrs. Stephens, Ballantyne and Goeffrion, with Mr. Davis Seath, secretary, are content to let the elevator and accessories speak for themselves.

#### PENNSYLVANIA ELEVATOR.

The Philadelphia correspondent of this paper in the September number gave a pretty comprehensive description of the new elevator to be erected by the Pennsylvania Railroad Company. The description sounded good; but it appears that the plans were very disappointing to the grain men, especially the exporters, of the market, who entered a protest against certain changes made from the original plans agreed upon by the company's engineers and Capt. Foering. It was claimed that in order to keep within the appropriation for the new elevator, the facilities for loading out of the house were greatly reduced, only one side being available for loading vessels, thus making conditions no better than they now are. However, the differences were later adjusted to the satisfaction of the grain trade. The elevator "will have every requisite demanded by the trade, and, while the present plans call for a 1,000,000-bushel capacity, the company stands prepared to increase its capacity to 2,000,000 bushels, should the business of the port justify the enlargement. The new pier from which export shipments will be handled will be dredged on both sides and accommodations provided for several steamships to land at one time. Had it not been for a delay in the purchase of standard piling, on which will rest the substructure, the contract for the elevator would have been awarded three months ago. It is the intention of the Pennsylvania Railroad to urge the contractors to use all possible haste, so that the new grain terminal may be ready by the fall of next year."

Indiana dealer shipped C. A. King & Co., Toledo, arriving September 15, a car of oats that weighed out 3,235.20 bushels. This was the record car, for Toledo, at least.

DRIVE TO RECEIVING ELEVATOR LEG.  
HOPPER SCALE—2,000 BUSHELS.BELT CONVEYORS IN SECOND STORY, OVER BINS.  
DISTRIBUTING SPOUTS, STORY OVER BINS.



[For the "American Elevator and Grain Trade."]  
**SALES OF GRAIN FOR FUTURE DELIVERY  
 ON MARGIN.**

II.

BY L. C. BREED.

Not long ago a member of one of the leading Western exchanges, whose firm dealt in what he termed "wind wheat," told the writer that a gentleman connected with a local dry goods concern had sent his firm a check with instructions to buy an option and place the money he sent to his credit, as the required margin on the transaction. This party went on to state in his letter that when, in their judgment, the proper time arrived to sell the wheat, to close it out. My friend stated that he wrote the dry goods man that this would be contrary to their custom, and that the entire responsibility of the business must rest on himself. Furthermore, if he was not in a position to keep posted and act on his own judgment, he had best keep out of speculating in wheat.

During my connection with the grain business I was aware that grocers, insurance agents, book keepers, dealers in old metals, and railroad men, to mention some parties whom I knew, were in the habit of speculating through brokers in the pit. I also knew that one of the objectionable features of trading in futures arose from the fact that in some cases, owing to the inability of the parties to margin further, after making several payments when they were on the wrong side of the market, they were sold out at or near its lowest point.

In what I said in my article in the last issue of the "American Elevator and Grain Trade" I did not wish to be understood as being in sympathy with the sentimentalists "who (to quote from the editorial in the same paper) are dictating our personal and business habits and making our laws." Neither did I wish to imply that I consider speculation on 'change, even on margins, is morally wrong or at least ethically questionable. Such transactions, however, on the part of persons not in any way identified with producing or handling grain may at least be termed unwise, irrespective of whether they make or lose money by their deals. While some firms would discourage the entrance of these people into grain speculations, others, it is likely, would seek to influence them to do so.

With regard to what is going to happen in the future, the writer is not a prophet or the son of a prophet, consequently can but make a guess on the matter. It is well, however, to bear in mind that the class which can poll the most votes by far is the farmer. It is only the fact that, being members of two parties, they have divided their strength that prevents the farmer from very nearly controlling national legislation. The politicians of each party are aware of this, and bring their influence to bear on the prejudices of the agriculturists. If the exchanges can convince the farmers that it is for their interest to permit trading in futures to continue unrestricted by national legislation, it is certain that no interference with it will be seriously proposed in Congress. As the voters elect the law makers and the majority of them win when the votes are counted, it would seem that the exchanges, on the floors of which trading in futures is conducted, would do well to find out the views of the largest body of voters—i. e., the farmers—on this matter.

**BILL OF LADING LEGISLATION.**

The report of the committee on bills of lading of the American Bankers' Association urged all members to press upon members of Congress (lower house) the passage of the Pomerene bill, as a "measure so long sought and so much needed."

This bill is being urged for passage by state legislatures also, by bankers and others, with regard to which the committee said:

"With regard to the promotion of the uniform bill of lading act in the different states our committee would report that we have made active efforts this year on behalf of this law before a number of state legislatures, and we are glad to announce that the uniform act has been passed this year by the Louisi-

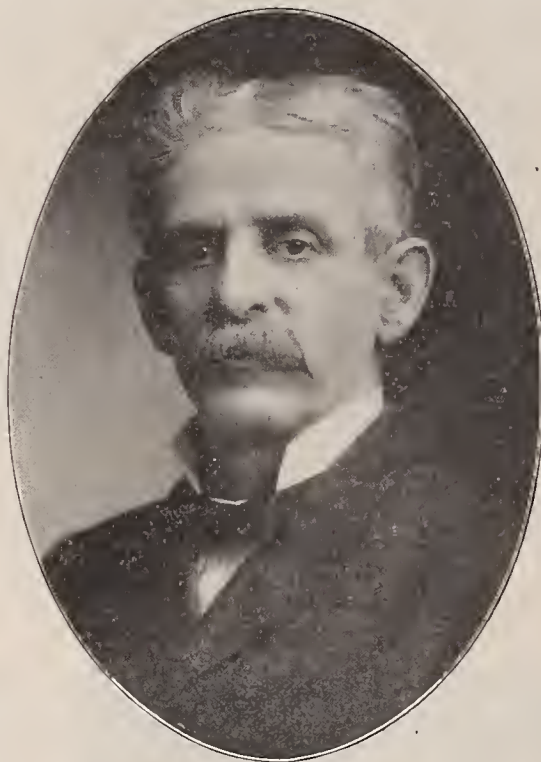
ana Legislature. This makes ten states now having the uniform bills of lading act—namely: Maryland, Massachusetts, Connecticut, Illinois, Iowa, Michigan, New York, Ohio, Pennsylvania and Louisiana.

"The delays in getting remedial legislation are very tedious, but there is a growing feeling in Washington that these measures are worthy; and while the railroads maintain a definite opposition to them they themselves realize that sooner or later we will get a satisfactory law enacted."

**C. T. GRIBBLE.**

It is an accepted axiom among business men that when a first-class man is wanted for a first-class job, it is always a safe proposition to get (if you can) a first-class grain man to take the job; so when the Young Men's Business Association of Sherman, Texas, changed its name to the Sherman Chamber of Commerce and took over the local inspection of grain, they went after the best man they could get, and C. T. Gribble was appointed official grain inspector. The Chamber will use the same rules which govern the Fort Worth exchange.

Mr. Gribble, who is manager of the Gribble Grain



C. T. GRIBBLE.

Co. of Sherman, is a native of New Orleans, La. He moved to Jefferson, Texas, in 1871, and to Sherman, in 1881. Since the later date he has been continuously in the wholesale grain and hay business in Sherman. He was a charter member of the Texas Grain Dealers' Association, organized in Ft. Worth in 1898, and for two years was chairman of committee on rates and for eight years a member of executive committee of the association.

Mr. Gribble is well and favorably known to the grain and hay men of Texas, Oklahoma, Kansas and Missouri and has a very large acquaintance with the dealers in the Southeastern States. Very few of the men who were engaged in the grain trade at the time he entered the business in 1881 are now in the grain business; for a great many of them have died and some have moved to other States, while others are engaged in other lines. He is, therefore, about the oldest grain dealer in Texas in respect to length of time he has been in business. Needless to say Mr. Gribble's "staying" quality is that which is based on good personal habits, sound business methods and high character as well as a pleasing personality.

Ohio dealer has a dispute. He bought a car of wheat in the Southwest at ninety one, half. He thinks it was 90½. The seller said he meant 91½. If they had put in the "and" it would have been perfectly clear. Ninety and one half or ninety-one and half would have avoided all chance of trouble. We mention it because so many are careless in sending orders. Always make them plain. We try to be mind readers, but our remaining hairs are turning gray.—C. A. King & Co.

**THE CAR SUPPLY PROBLEM.**

The railroad managers continue to throw the burden of the car congestion upon the shippers. The small surplus of cars in August was exhausted early in September, even before the date set by the railway managers for that event to transpire, and the resulting condition has gone from bad to worse, with no later immediate prospect of relief, except such as may obtain in the event of an open winter and only a partial movement of new corn that might result therefrom. Now, it may seem unreasonable to say that in the midst of a congestion that may soon become intolerable the railways are not doing their full share to mitigate the situation, although there is no hesitation on their part to call on shippers to "step lively, there," yet this belief is justified by the fact that, so far as the experience of Chicago receivers goes, there are so many delays in handling grain and delivering it after it has been loaded at country points. This delayed delivery is not, as is generally assumed, due to delays in initial loading or even to unloading after cars have reached terminal markets, but is due to the transportation between loading and unloading elevators. For example, Messrs. Pope & Eckhardt Co. recently listed 29 cars on one road, Iowa and Illinois towns, on a main line, that were from 7 to 18 days out, the average being 10.8 days. On still another road one bunch of seven cars to the same firm averaged 13.7 days out. This at a time when other roads were not infrequently making deliveries of cars, hauled practically the same distances, within 24 and 48 hours, as shown by same firm's records.

Further evidence of a lack of due diligence, under the circumstances, appears in the fact that cars are not handled expeditiously at country stations. It is notorious that cars frequently stand inaccessible on switches for days together before they are so placed as to be usable for loading grain or other freight, and after loading are left standing for days before train crews will move them out.

The belt service is equally inadequate, and not only the Pope & Eckhardt Co.'s records but those of almost every firm handling grain in this market will show delays beyond what even what a railroad man would venture to call a "reasonable time for dispatch of the business."

It is manifest that these delays can be no fault of shippers and can be avoided by no efforts of shippers. With elevators everywhere now so crowded with wheat and oats, to say nothing of corn, that in many places country buyers are using any sort of building available for storage space, even dwelling houses, for grain, it is hardly conceivable that grain shippers, even the most slovenly, would be dilatory in making use of the cars tendered them, at a time when a usable car is the one thing above all others they are interested in.

There is no disposition to be hypercritical. Bandy-ing words profits any one but little; but the attention of railway men, even of the "New York end" or Western "granger" lines, who come out into the "wild and woolly" semi-occasionally to attend directors' meetings, may well be directed to the practical operation of their roads in the country rather than to the ticker that may or may not indicate "great prosperity for a year or more" or to a "bull tendency" in stocks. The "technical" situation in railroading now is the kind of service rendered by the railroads to shippers and less that of shippers to the railroads. Nor will shippers agree that the attitude of the Commerce Commission is now one of hostility toward the carriers. Commissioner Prouty in an address to the hay convention at Kansas City distinctly said that the Commission, which originally was expected to protect the shipper "first, last and all the time" and let the courts take care of the railways, has now reached that point in its natural development that it bears distinctly in mind the rights and equities of the carriers and is disposed to enforce them as against unreasonable demands of shippers. The railway men in ultimate authority must get away from the ticker tape and forget that their immediate interest is in railway bonds and stocks as a matter of concern rather than in the adequate operation of the properties; for it is certain



that any advance in securities as a result of advances in rates is not likely to occur until a reasonable regard for operating economies and a better service can be made to show that an advance in rates would be justified by inadequate earnings.

### THE HOLMQUIST ELEVATOR COMPANY'S DRYING PLANT.

The Holmquist Elevator Company's drying plant at Omaha, Neb., pictures of which appear herewith, is probably the most complete and powerful plant of its kind in the West. The building is a substantial brick structure and houses the drier, boiler and engine. The engine and boiler room, although a part of the structure, is completely separated from the drying room. Work on the foundations was started on July 1 by the Ellis Drier Company of Chicago and the complete plant was finished on September 10. The guaranteed capacity of the plant is 600 bushels per hour, with a capacity on light drying of double that amount.

The drier is known as a 6-unit, 23-foot 4-inch machine and operates as a continuous feed plant. Air is supplied to the drier by a "Sirrocco" fan having an air delivery of 52,000. Process patents owned by the Ellis Drier Company, covering the reutilization of exhaust air, are embodied in this plant. The return air is brought to the fan by means of an underground tunnel, made a part of the foundations, and is clearly shown in the cross section. The return air system aids greatly in the saving of fuel, at the same time increasing the rapidity of air circulation through the machine.

The entire plant is designed primarily for the purpose of handling light drying. To obtain these results the specifications called for an exceptionally large air delivery, together with a very powerful cooler. The cooler is placed within the elevator and is composed of two batteries, each battery having an independent drive.

In the operation of the plant the grain to be dried is spouted from a cut-off bin within the elevator to a dust-tight garner over the drier. After passing

possible to do away with the need of belt or screw conveyors by spouting straight from the drier to leg.

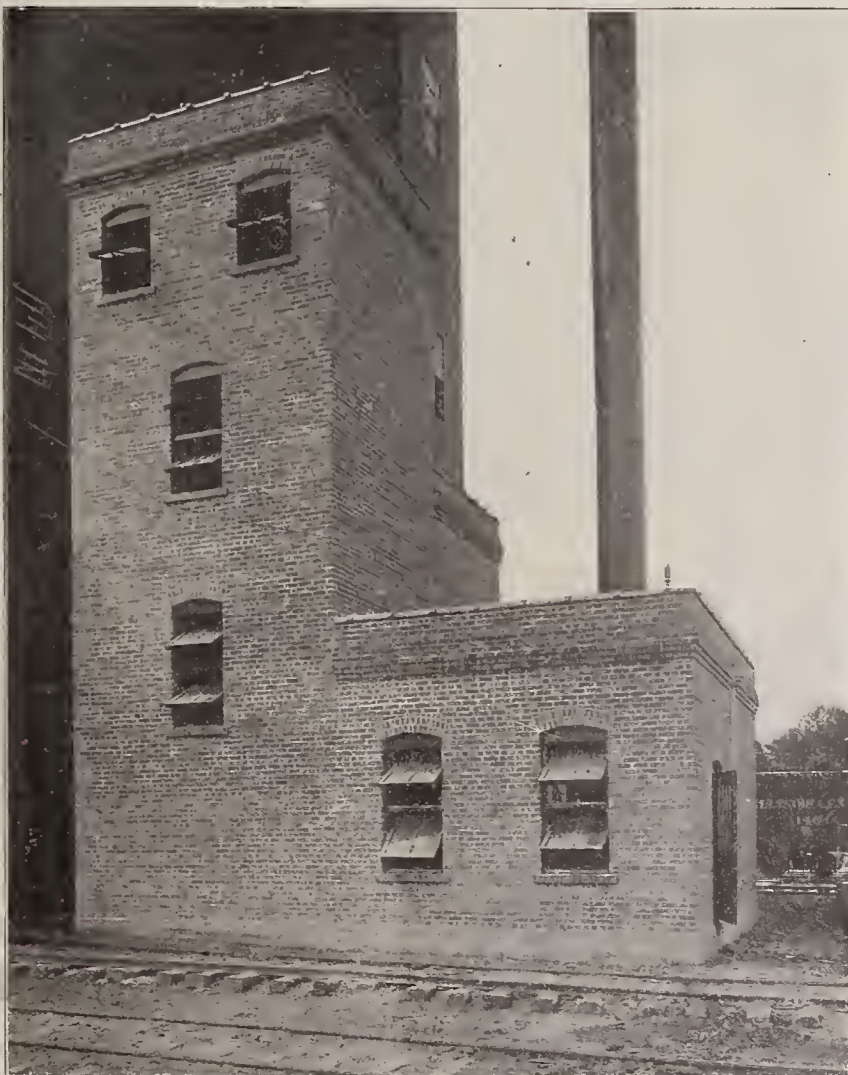
Steam is furnished to a high speed center crank Erie City Engine by an Erie Economic Return Tubular Boiler. The fan is direct connected to the

### ELEVATOR COMMISSION ROBBED.

The Winnipeg *Free Press* says that John McLeod, former manager of the Manitoba Elevator Commission, who had charge of the elevator system when



HOLMQUIST ELEVATOR CO.'S DRIER-POWER HOUSE.



HOLMQUIST ELEVATOR CO.'S DRIER-DRYING PLANT.

through the drier the grain is spouted directly to engine, the exhaust steam from which is piped a leg within the elevator, from which point it is directly to the coils. Water of condensation is elevated and shot to the coolers. Owing to the proximity of the drier house to the elevator it was direct to the boiler.

operated by the provincial government, on September 13 became a fugitive, having then ten days' start of a warrant issued for his arrest as a defaulter.

McLeod, according to the official statement, obtained \$7,000 by disposing of bills of lading for six cars of wheat, but did not account for the proceeds to the Commission; but some of his former business associates are of opinion that by the time his affairs are straightened out the sum may be anywhere between six and sixty thousand dollars. At any rate, the books of the Commission are being audited so that sooner or later it will be known how much he has actually got away with. He was bonded to the Commission for \$5,000.

McLeod, who had been in Winnipeg for about ten years, hailing from Scotland, was let out as manager when the elevators were taken from the government by the Grain Growers' Grain Co., the present operators. As manager for the Commission there passed through his hands hundreds of bills of lading to be disposed of and the proceeds of some he appropriated to his own use. Prior to his connection with the Commission he was known as the "crazy speculator" on account chiefly of the fact that he never made any money and always took the most absurd chances in his deals. It is firmly believed by those who knew him that most of the money has been swallowed up by his speculations, while some of his friends declare that he has probably "planted" a good stake. There are hints also of a "double life."

McLeod has involved several well-known grain firms who were involved through the assumption that they were dealing with the Manitoba Elevator Commission.

D. W. McCuaig, chairman of the Elevator Commission, handed out the following statement on the case:

"The government auditors are now going through the books of the Manitoba Elevator Commission, and have been so engaged for the last two weeks.



They have found that John McLeod of the office staff has been disposing of bills of lading and not accounting for the proceeds to the commission. The amount involved is approximately between \$7,000 and \$8,000, and the matter is now in the hands of the attorney general's department."

### OTTO WEISS AND ALFALFA.

Otto Weiss of Wichita, Kans., has for some years been conspicuous as one of the great shippers and manufacturers of alfalfa and alfalfa products, having been one of the first men in the country to enter upon the latter business, which he has developed to immense proportions, his factory, offices, etc., in Wichita, covering now nearly two acres of land.

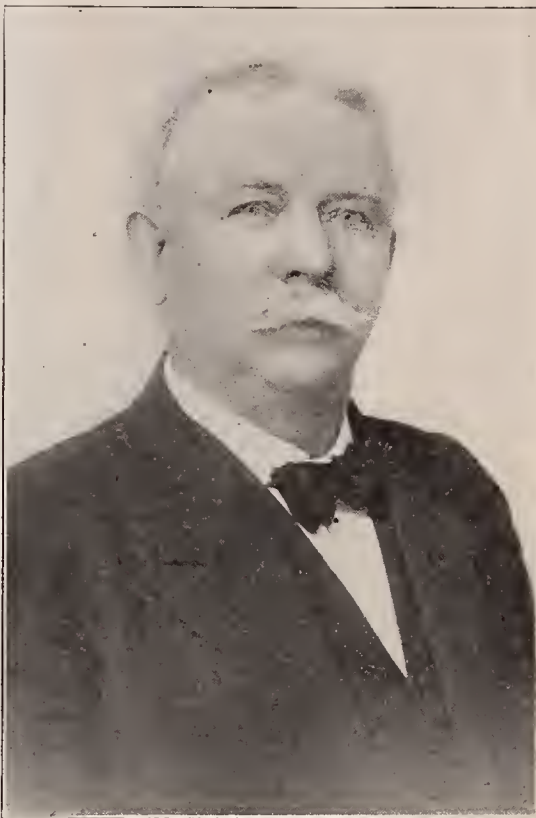
Mr. Weiss was born in Darmstadt, Germany, in 1854. His father was one of the first railroad superintendents in southern Germany, and under his supervision the first steel railroad bridge was built across the River Rhine. This was completed in 1865 and is still in use, having been overhauled only once.

Mr. Weiss went to Wichita in 1872 through the influence of his uncle, Hon. Wm. Greiffenstein, founder of the City of Wichita. For a number of years he was engaged in the grocery business and later in the wholesale flour business. He was also very much interested in raising fancy poultry; and in order to obtain the best results and to carry off the many premiums that he did, he was continually experimenting with balance ration feeds. One of the feeds compounded by him contained ground alfalfa, and the results were so good that other fanciers requested him to furnish them some of that feed. From this small business, which in 1902 amounted to only \$20 for the entire year, his present large business has developed with sales now amounting to half a million dollars a year.

Soon after starting the first small plant for grinding alfalfa for poultry use, Mr. Weiss made up a balanced ration feed for horses and cattle, and was the first one to introduce these feeds in a commercial way all over the United States. The first plant that he built was destroyed by fire in 1905, after which he erected a larger plant, which was again destroyed by fire in 1910. This misfortune would have induced most people to give up, but Mr. Weiss had the courage of his convictions, that the alfalfa feed industry would eventually be one of the great industries of the United States, and with a determination to win, he at once started to clear away the

wreckage and built a better and larger plant, a picture of which appears herewith.

The present buildings cover nearly an acre of ground; are practically fireproof and are separated in such a way that fire cannot spread from one building to the other. Through the success of the original alfalfa feed plant of Mr. Weiss, a great many other plants were started all over Kansas, Oklahoma, Nebraska and Colorado. While there were a great many failures in the beginning, the alfalfa meal industry is now on a solid basis and



OTTO WEISS.

recognized all over the United States as one that in time will be second to no other feed industry.

Alfalfa has grown in favor with the feeders to such an extent that it was only possible to supply about half of the demand last season. This year the trade will be taken care of by the larger plants running day and night, providing the supply of alfalfa will hold out.

The Reading Elevator, Port Richmond, Philadelphia, on September 18 loaded a vessel with six different grades of wheat simultaneously.



OTTO WEISS'S ALFALFA MILL AT WICHITA, KANSAS.

### FEED QUARANTINE.

Railroad Commissioner F. A. Wightman on September 17, after a conference with Dr. M. R. Trumbower of Monette, Mo., former government special veterinary at Washington, advised Gov. Hadley to erect a quarantine against feedstuffs and grains from the sections of Kansas and Nebraska affected by the epidemic among horses. Dr. Trumbower says the disease is neither contagious nor infectious, but is the result of local conditions and the cause is connected with the food, either developed in it through fermentative process or upon it in the form of one of the many parasitic fungi which grow on plants, grain and vegetables. He says a similar epidemic occurred in Pennsylvania twenty-five years ago, and after a thorough investigation then it was decided the cause existed in the grain and feedstuff; that when they are consumed at certain stages what amounts to a poison is developed that affects the brain. In many instances the outbreak was witnessed where brewers' grain, oats and hay were fed."

The Agricultural Department substantially endorses this view, the Department's circular on the subject calling the disease "forage poisoning, or so called cerebro-spinal meningitis of horses," and giving the cause of the disease, as follows:

"During the last six months numerous reports have been received by the Bureau of Animal Industry relative to the existence of forage poisoning in various sections of the United States, particularly in Louisiana, West Virginia, Kansas, and Nebraska. It has usually occurred when a hot, dry period has been followed by rains, or during wet seasons, especially those which are characterized by frequent rains alternating with hot sunshine, producing a damp, sultry atmosphere. Such conditions are most favorable to the production of molds, and all outbreaks that have been investigated by the Bureau have been traced to the eating of unsound or moldy forage or feed, or to the drinking of water from wells or pools containing surface water drained through decomposed and moldy vegetation. The disease has been shown to be also due to eating damaged ensilage, hay, corn, brewers' grains, oats, etc. Horses and mules at pasture may contract the disease when the growth of grass is so profuse that it mats together and the lower part dies and ferments or becomes moldy. No specific organism or virus has yet been found which can be considered as the cause of this disease."

Treatment, so far as feed is concerned, advised is as follows:

"The first principle in the treatment of the disease is a total change of feed and forage. Horses kept in the stable should be fed with sound forage and grain from an uncontaminated source, even if such feed has to be brought from a distance. Horses that have become affected while at pasture should be removed from the field in which they have been running. The animals should be brought to the barn or corral and fed on wholesome and clean feed and forage. The water, unless from an unpolluted source, should likewise be changed. At present this preventive treatment is the only satisfactory method known for checking the disease, as all medicinal remedies used have been unsatisfactory in the vast majority of cases."

### TESTING "SULPHURIZED" OATS

"After many days," as is the manner of governments, whose employes are always more or less entangled in red tape and dependent upon Congress for money, if not for authority also, the Agricultural Department, on September 14, began, at the Department's farm at Bethesda, Md., a series of feeding tests to determine the special effects, if any, upon horses, cattle, hogs, sheep and poultry, of bleached oats and damaged (does this include salvage?) grains, corn more particularly.

It is many months since the Department proposed to do this, but the inevitable delays incident to all government action has caused the delay and prevented a decision on the subject that has long since been investigated and set down as *un fait accompli* by the grain trade and dealers in and consumers of at least bleached oats and salvage grain.



# PROCEEDINGS OF THE NORFOLK CONVENTION

NOTABLE ADDRESS OF WELCOME BY THE GOVERNOR OF VIRGINIA—RAILWAY LEGISLATION AND REGULATION DISCUSSED BY THE PRESIDENT OF THE NORFOLK & WESTERN RAILWAY—THE ANNUAL REPORTS—INFORMING ADDRESS ON THE RELATION OF DISEASED CORN TO HUMAN HEALTH—SOME IMPORTANT DATA DISCOVERED BY THE BUREAU OF GRAIN STANDARDIZATION—DEBATE ON GRADING RULES, ETC.

BY THE OFFICIAL REPORTER.

The sixteenth annual convention of the Grain Dealers' National Association was held at Norfolk, Va., on October 1, 2 and 3, 1912.

The opening session on Tuesday morning, October 1, was held in the Colonial Theater, and was called to order by President E. M. Wayne at 10 o'clock, the first procedure being for the audience to rise during the invocation, by Rev. SPARKS W. MELTON of Norfolk, who said:

Our Father in Heaven, we thank Thee that we believe that every good and perfect gift cometh down from the Father of Light, with Whom there is no variableness, nor a shadow caused by the turning. We thank Thee, our Father, that there are so many things that bind us together as children of Thine, as members of a great family. We thank Thee for the many interests presented to us in our land, which unite us and make us brothers. Above all, we thank Thee, our Father, that we are bound together in the great tie—fellowship with one another, because we are Thy children.

Now, our Father, we come to Thee with our thanks for the great prosperity that has surrounded the people of our great country during the past year. We thank Thee for these servants of Thine who have come up from various parts of this great country to engage in the deliberations of this convention. Help us ever to realize that he who serves his fellow serves God; that he who is true to his fellow man is true to God; and help us realize that the noblest service we can render Thee is to help our fellow man along the journey of life. Be with and guide these servants of Thine in all the deliberations of this convention; and give unto us all good, as we ask it in the name of Him who loved us and gave Himself for us, and taught us to say—

"Our Father who art in Heaven," etc.

The audience joined in the Lord's Prayer.

## BOARD OF TRADE WELCOME.

THE PRESIDENT: We will now have the address of welcome by the president of the Norfolk Board of Trade, Harry K. Walcott.

MR. WALCOTT (who was greeted with much applause) said:

Mr. President, members of the Grain Dealers' National Association, ladies and gentlemen: It is certainly a great honor to welcome you to the city of Norfolk; and I assure you it is indeed a greater pleasure than honor. All over this broad country, wherever there is a chamber of commerce or board of trade, the grain dealers are always prominent and always indispensable in the organization. We all go together. We belong to each other. And that is true of the Board of Trade of the city of Norfolk; because if you would take from our membership the grain dealers, such men as Mr. Cofer and Mr. Hodges and the others that will entertain you here, there would be a loss we would be absolutely unable to fill. So it is a pleasure to welcome you. We feel we are a part of each other. And I know I voice the sentiments of every man, woman and child in the city of Norfolk when I say you are most welcome to the city, and that we want you to enjoy yourselves while here to the fullest extent. We welcome you because of your importance. We welcome you because you have brought along your charming and beautiful ladies [applause]; but, above all, we welcome you because it is you, and because we recognize the importance of you gentlemen engaged in this great business.

The other day a friend of mine said to me: "It looks as though this committee on arrangements had made a mistake in putting you up to welcome this Association ahead of his Honor the Mayor and the Governor of the state," but I replied that, "If you will look at it from our standpoint you will find they haven't made a mistake, because we are all one together, and to have me welcome them first is the same as to have one of their number be head of them a little bit and open the gates and bid them enter, while the big folks can entertain them and add emphasis to that welcome." [Applause.]

Now, we welcome you because of your importance in the business interests of this country. You occupy a place that is of the greatest importance between the millions of consumers and the producers of the staff of life. There is between the producer and the consumer three or four mediums; the greatest of these, however, is the grain dealer. There of course is the miller and, in many cases, the baker and the wholesale and retail grocer; but when it comes to handling and controlling the grain, you are the people who do it. The great farmer of this country is really a manufacturer. He puts into the soil the wheat—puts in the seed, and he puts in the labor; and when under God's sunshine and the showers that nature provides he has harvested his

know what it is. In other words, we feel you have selected the best place in this country to hold a convention, where you can meet and dispose of the business problems you have to dispose of. For months the Princess Anne turkeys have been fattening, and the Smithfield hams have been growing, and the Lynnhaven oysters have been getting better all the time; so you gentlemen will approach all these problems you have to solve from a different point of view; and you people who come from the interior will be surprised at the effect Lynnhaven oysters and these other things we have here will have upon you. [Laughter.] Now, there are other things, of course. There are splendid beverages that are dispensed and mixed around here. [Laughter.]

Some time ago there was a celebrated surgeon from Chicago here, and there is a certain concoction that he partook very freely of. It is one of those concoctions about which there is a saying, "One is too many; two is a plenty; three is not enough." This gentleman had had more than three and he forgot the name of it; he forgot the name "Mint Julep," and simply said, "Please give me one of those things you have up there with grass in it." There are lots of things here we will entertain you with; but all these things will make you approach these problems you have come here to meet from a different point of view; in fact, if you imbibe a little too much you might see them from a number of points of view, or you might see too many from the same point of view. [Laughter.]

But we are satisfied you will all like the city of Norfolk and, above all, its most hospitable people; and I only trust and hope you will all like the city of Norfolk so well you will decide you want to make this your permanent home. After you have been here four or five days you won't care about the business at home at all. I hope you will decide that you can just locate right here, and locate the annual grain dealers' convention right here permanently in this grand old city; and if you do, you will find everybody in the town will extend you a hearty welcome. We want to do everything we can for you. If you don't see what you want, ask for it. If you don't exactly know what you want, if you will just make some kind of signs, or do your best to say what you want, our committee are diagnosticians, I believe they call them, and will recognize the symptoms at once, and will do their best to find the proper remedy for you. [Applause.] If you don't enjoy yourselves here, it won't be the fault of our splendid committee headed by our friends Cofer and Hodges. [Applause.]

THE PRESIDENT: The Chair would like to make the statement that Mr. Walcott possibly does not know the inducements offered the Association to come here. Mr. Cofer assured us there would be a wonderfully good supply of mint, but he didn't tell us how it would affect us.

## WELCOME BY THE MAYOR OF NORFOLK.

When I arrived in Norfolk I expected to see a city that was not progressive. I don't know why I should have had that impression, but I know I had it. When I took a little trip through the city I discovered we have a most modern city here; and we will now have the pleasure of hearing the address of welcome of the Mayor of that city, Hon. W. R. Mayo of Norfolk. [Applause.]

MR. MAYO said:

Governor Mann, as Mayor of Norfolk, I extend to you, the chief magistrate of our splendid old Commonwealth, most respectful greetings here today, Sir.

Mr. President and gentlemen of the Grain Dealers' National Association: I have great pleasure in being here this morning; and I confess to a feeling of reverence, Sir, as I stand in the presence of this august assemblage; for, Sir, great is grain, and you gentlemen of the Grain Dealers' National Association are its prophets; or the receivers of its profits is possibly more accurate.

From the beginning grain and the grain dealer have played a most conspicuous and vital part in



CHARLES D. JONES, NASHVILLE, TENN.  
President, 1912-13.

grain, he comes up to your warehouses and simply unloads the grain on you, which is his finished product. It is you who have to absorb the great charge of marketing that grain. It is you who have to provide the money to pay him in cash, because he won't accept anything else but cash. You have to provide the shipping facilities, the cars, the warehouses to take charge of his crops; and, as a matter of fact, you have to conceal or absorb that expense in such a way that our friends the farmers do not feel it. You have to have your markets, you have to have your arrangements to handle the grain, to store it; the different markets have to be brought to you so you know how to deal—know the price of things; and for all of that, the people of this country want to see you get a just compensation. And the only place, it seems to me, that you grain dealers are liable to have trouble in the future is when there comes along manipulation which is not legitimate speculation and as a result of same the prices of food are sometimes raised in an artificial way. But that is one of the problems you have to handle, and which I think it is your purpose to meet—it is one of the things you have to thresh out when you have your business meetings.

I don't intend to talk shop, for I am not a grain dealer. All I desire to say to you is that we welcome you here. We want you to enjoy yourselves; we are going to make you enjoy yourselves; and if there is anything we can do we want you to let us



the advancement and civilization of the world. Going back for nearly 4,000 years—a few centuries matters not—we find the record of the first grain dealer and the grain he cornered. His name was Joseph. He was a Hebrew, and he had been sold into Egypt by his brothers. With that intelligence which has characterized his race through all ages, he soon won the confidence of his master, Potiphar, captain of Pharaoh's guard, who made him master of his household. And then, La Femme; and Joseph found himself on the inside looking out. And with his mentality still alert, he soon became the trusty of the prison, having charge of the other prisoners; and two of them were of Pharaoh's household, the Chief Butler and the Chief Baker.

And it happened that one morning, when Joseph made his rounds, he found these two sad; and he said to them, "What is the matter with you?" And they told him they had each dreamed a dream. "Tell them to me and I will interpret them for you." And the Chief Butler told his dream to Joseph, and he interpreted it, that in three days the Pharaoh would rise up and restore him to his place in his household. This came true. But the other poor fellow Joseph said would be hung; and so he was. Now, it came to pass that the Pharaoh himself dreamed dreams, and was sore worried thereby. He dreamed that he was standing by the river and seven fat kine came up out of the river, followed by seven lean kine, and the lean kine devoured the fat kine. And behold, he dreamed again. This time he saw a stalk of corn spring up with seven fat ears upon it, and by its side another stalk with seven lean ears upon it, and the lean ears ate up the fat ears. And so the Pharaoh called all the wise men of Egypt about him, but none could tell him the meaning of his dreams.

But the Chief Butler spoke up and said, "There is a man in the prison, Joseph by name, who can interpret the dreams." And the Pharaoh sent for Joseph and he diked himself out and appeared before the Pharaoh, who told him his dreams; and Joseph interpreted them, for he was a great diviner. He told the Pharaoh that his dreams meant there would be seven years of plenty in Egypt, followed by seven years of famine, and it behooved him to take steps to avert the calamity.

And Pharaoh told Joseph he was the man to ward off the disaster; and so he made Joseph supreme ruler over all Egypt. And Joseph took charge and immediately began to plant grain in all Egypt; and the land brought forth grain by the handfuls and Joseph cornered it and stored it in granaries. Not only did he corner the grain of one year, but for the whole seven years that the land brought forth in abundance. And then the seven lean years began, and the famine was over all the land; and not only in Egypt. And people came from all parts to buy grain and Joseph opened, in all the cities, granaries and sold grain. The price he charged for a bushel is not known.

And there lived in Canaan, where the famine was too, an old man named Jacob, the grandson of Abraham, called of God Israel; and he called his many sons to him and said there is corn in Egypt; go down and buy a few bushels, that we may eat and not die. And they went. These men were the brothers of Joseph who had sold him into Egypt a few years before; and when they appeared before the great grain dealer he knew them, but they did not know him. He asked them if they had a father living, and they said yes; and a little brother; and they said yes. So he filled their sacks, charging them nothing and told them to go home and when they had eaten the grain to come back again for more. And in a short while all this grain was eaten; and so Jacob (Israel) sent them again to Egypt. This time with the little brother Benjamin; and when they appeared the second time Joseph made himself known unto them, filled their sacks and told them to go back and bring their father and all his tribe down into Egypt that they might live and not die of the famine; for it would last seven years. And so Israel came into Egypt and settled in Goshen, he and all his tribe, and lived, saved by this first great grain dealer.

And so, gentlemen, by this fact the world owes a debt of gratitude to this first great grain dealer, never to be repaid; and one shudders to think what might have been man's fate had Israel died. But he was saved by the grain dealer and the grain he had cornered; and from Israel's line, in the generations that followed, sprang David, and from David's line sprang that Christian religion which has been the greatest civilizing and enlightening influence the world has ever known, or will know, and through which these United States have made advancement indeed, and we have hope of life eternal.

You grain dealers are the successors, right down the line, of this first great grain dealer, and in point of years, that other succession, the apostolic succession, is an infant. If what I say be logic, then surely you are an august body and I bow to you. You, gentlemen, may look at it from any point of view you choose. I simply cite the facts.

Mr. President and gentlemen, I know little of grain; indeed, what I know about grain may be equal to what our erstwhile splendid old fellow citizen, Horace Greeley, knew about farming—nothing; and yet he wrote a book about farming, I believe. But whether this big man knew much or little about farming, in his wisdom, he gave utterance to that immortal admonition, "Go West, young man." And the young man heeded and went West by the hundreds and thousands and hundreds of thousands, finding a howling wilderness clothed in grass and roamed by the wild buffalo, but with a virgin soil only waiting to be tickled by these young men to conceive and bring forth grain by the handfuls, by the bushels, by the thousands of bushels, by the millions of bushels; yea, by the billions of bushels.

And with the young men went the railroads and they together turned this wilderness into a garden of roses, so to speak. Other industries followed,

and great cities were built, with their hundreds of thousands of people, until today we have a splendid empire where the wilderness stood, and from all parts of our country we turn with wondering admiration to this "imperium in imperio," all accomplished within a little over half a century and based primarily upon grain and the grain dealers and their co-ordinate, the railroad transportation. Wonderful, indeed, is this.

But the picture thus far drawn is incomplete to account for the greatness of full achievement of today's glory of our Republic. You will bear with me if I tire you. Almost at the same time that Horace Greeley gave utterance to his admonition, in another part of our country, at Appomattox, was uttered another admonition by Lee, that immortal character, "Go home, my men, and rehabilitate your Southland." This admonition carried out has resulted in giving to our reunited country that splendid poise which makes her the admiration of the world.

They, too, heeded and returned, not to a primeval



HON. W. R. MAYO,  
Mayor of Norfolk.

wilderness but to a civilization and enlightenment overthrown, which may have been equaled but never surpassed in the annals of man. They had no harps to hang on willow trees; none of the spirit of wailing, theirs; but arriving home, enshrining their glorious past in their heart and planting their feet firmly upon their native soil, they turned their faces to the ever-living present and with that fixity of purpose ever characteristic of the unadulterated Anglo-Saxon and with that resiliency never before displayed by man, they marched forth to the achievement of their destiny.

While up to that time five million bales of cotton

had been the maximum of the South's production, she now produces 12 to 14 million bales. While then there were no mills or furnaces in her borders to speak of, today she surpasses New England herself in the number of her looms, and on every hillside there is a blast, the smoke from which is as a cloud by day and the flames thereof are as a pillar of fire by night to guide the gaping gaze of a wondering world at the progress this old South has made and is still making, supplying too, a billion and a quarter of the five billion bushels of grain of the country.

And more, Sir. While then her governments were cast down and dragged in the dust, her wise men discredited and the alien and the African set up in her high places, refusing to be bound by such tyranny, she overthrew this mongrel crew, drove them from her sanctuaries and re-established fair justice in her temple in which is enshrined the law and rebuilt her governments upon the Anglo-Saxon idea of government—the white man's government. Governments, Sir, which for their stability, purity and justness have challenged and have received the admiration and confidence of our brothers of the North and East and West, to that extent that they are pouring of their vast stream of wealth into the lap of this old South, wherewith she is lacing her fair bosom with the rails of transportation and fretting her magnificent harbors with the iron keels of the majestic vehicles of commerce, freighted as they are with the products of this old South, borne to all the peoples of all the world. And thus, Sir, has the symmetry of our Republic been restored; and today this resurrected and glori-field old South is marching elbow to elbow with the new born West and the old North and East, keeping step to the music of the Twentieth Century and bearing our glorious country irresistibly to the forefront of the nations of the world.

And, so it falls to my good fortune today, Sir, to stand here, in this cosmopolitan city of the old South, enthroned upon the shores of one of the most magnificent harbors of our country, located midway on our Atlantic Seaboard and one the median line of the great temperate zone, where earth and air and water seem to combine in happy union and joyous competition to shower upon man all those things which go to complete his happiness, and to extend to you, my friends, the right hand of brotherly love, and with open arms and loving heart, in her name, bid you welcome and to ask you to partake unsparingly of her overflowing cup of hospitality. Look around you, gentlemen, while you are here, and you will see a busy, progressive body of 80,000 citizens, who are pushing and are determined to continue to push their city forward until she has become that economic entrepot for receiving and distributing not only the wealth of our own great country but of other countries as well; and we look forward, Sir, in the no distant future, to seeing streams of that golden grain in which you deal pouring through our mountain passes on easy gradients to our shores, there to be stored, as Joseph first found occasion to store his grain in Egypt, eventually to be distributed to the hungry of all the world. There is no limit in sight to the achievement of our children and our children's children in this God-given heritage, this veritable land of promise, if we be but true. Let us then, gentlemen, push forward, imbued with the spirit of righteousness, heart within and God over head, to that goal which He has set for us.

Gentlemen, again I bid you welcome; and remember that the happier you may be in being here, the happier will Norfolk be in having you here.

The Mayor closed amid great applause.

## WELCOME BY GOVERNOR MANN

AN ADDRESS BY AN AMERICAN TO AMERICANS—A VIRGINIAN'S WELCOME TO VIRGINIA'S GREAT GRAND-CHILDREN—CAPITAL STORIES OF TIMES HALF A CENTURY OLD.

THE PRESIDENT: In traveling yesterday through the state of Virginia, I was struck with the distances. I had had no idea that the state of Virginia was so large. We traveled all day on a progressive railroad, through a progressive state to a progressive city; and I have reached this conclusion, that one of the reasons they call Virginia the "Old Dominion" was on account of its vast acreage. We will now have the pleasure of hearing from his excellency, the Governor of this great state of Virginia, Hon. William Hodges Mann. [Applause.]

The Governor rose amid "cheers and tiger" given for "Virginia" and her Governor, and it was some time before his excellency could proceed. When the cheers proposed by L. W. Forbell of New York and applause finally ceased, the Governor proceeded as follows:

Mr. President, ladies and gentlemen: I want to thank you for the very distinguished welcome you have given me upon this occasion, and to express the pleasure which I feel in extending to you a hearty welcome to the old Commonwealth of Virginia. We in Virginia think a good deal of the old State; and to illustrate that I will tell you a thing that happened some time ago. A man died in Virginia and went to Heaven—as all of them do who leave this state [laughter]—and when he got there he commenced looking around, but couldn't find any fellow Virginians to associate with. So he went to St. Peter and asked if there were any Virginians there; and St. Peter said, yes, there were a great many. And he asked to be taken to them. He was brought to them, and he found a large multitude

most honorably situated, but all of them had balls and chains fastened upon them. [Laughter.] So he said to St. Peter, "Why do these people have on balls and chains?" and St. Peter replied, "If we don't put balls and chains on them they will back out and go back to Virginia." [Prolonged laughter and applause.]

In old Virginia, however, we are learning some things. We are a progressing people here. I used to think some years ago, a good many years ago—but not counting back too far, ladies [laughter]—I used to think we had all the pretty girls here, but I have found out we are mistaken about that; in fact, the visitors to this convention demonstrate the fallacy of that belief. [Applause.] Then I used to think that Virginia was the author of the first written constitution of a free people; and I have gone about making that statement time and time again; but when I went a little deeper into history I found while our Constitution was written in 1776, that Connecticut had one written in 1639. [Laughter.] So I say that some of the ideas or theories or beliefs I have had are being dissipated.

When I come to welcome people to Virginia I like to know what their exact status is and to know where they come from, because it determines to some extent what their rights are. [Laughter.] I want to tell you what the old Charter of Virginia provided, and I am giving you the old charteral limits so as to locate you. It read in this way: "Commencing at Fortress Monroe and going north 200 miles as the coast runs, and then 200 miles south as the coast runs, and then north and northwest from sea to sea." [Laughter and applause.] We had in those days a county called Illinois.



[Laughter.] We also had one called Connecticut, people from north of the Mason and Dixon's line as we are today. [Laughter and applause.] I want to tell you the reason, though—we didn't know what kind of people you were. [Applause.] And I believe, my fellow citizens, and ladies and gentlemen, I believe a war between the States today, even if there were no constitutional amendments which bound the States together, would be an impossibility because today we are a country of brethren, made so by intercourse and by association one with the other. [Applause.] But in 1865, when our boys came home, I want to tell you some things they didn't find. They didn't find anything. [Laughter.] You must imagine it is hard to go into a country where all the personal property is swept away and where the money is swept away. Confederate money wasn't worth a dried apple after '65. [Laughter.] Some people, after a while, thought it would be good again, but it hasn't turned out so; and I think everybody has stopped hoping now.

But I am going to illustrate that by a thing that happened in my own county. I am telling you a fact. There was a gentleman named Leith who had been in the army, and he came back home and the only thing he found was a double steer cart with a yoke and a long-legged steer that could outrun anything on the face of the earth, and had done it. [Great laughter.] I don't believe the Norfolk & Western Railroad train could have beaten it unless it crept around a curve. Well, Joe had to haul in wood, and the only way he could haul it was to hitch himself up with the steer; and he was fool enough to do it. You know the yoke extends

across, and the steer's neck was in one side and Joe's neck in the other side, and off they started to the woods. Everything went pretty well until they got to a little hill they had to go down; and when they got to that point the cart commenced to rattle. It was a strange noise to the steer; he didn't understand it; he had been chased by everything and had found safety and placed reliance always in his legs. So when that strange noise commenced, he started off, and Joe Leith had to keep up. The consequence was that steer started down that hill, Joe Leith stepping about twenty feet at a time and just striking the high places as he went along; and somebody on the outside said, "Hello, Joe, where you going?" and Joe said, "Going? Thunder! Ask the steer!" [Laughter.]

Now that is a good illustration of how we stood at that time. Take this into consideration, and that is what you ought to consider to find out what we have accomplished here. We didn't believe in work before the War; we didn't have any to do. White labor was a failure here. [Laughter.] So in '65, when we came back, the only things we had were our liabilities. [Laughter.] As Johnnie Reb says, he was poor before the War and saved it all. [Laughter.] I heard some time ago of a difficulty that occurred between a man and his young wife. They hadn't been married long and hadn't got adjusted to one another, and it seemed the man was not supplying to the young lady as much of this world's goods as he ought to—hats and shoes and such things—and they had a little difficulty. She thought John ought to do better than he was doing. And finally it wound up, as all those arguments wind up. She said, "John, I don't believe you love me" [laughter]; and John says, "Yes, I do, I love you. I would die for you." And she says, "John, I don't want you to die for me, I want you to hustle for me." [Laughter.] That is the condition our people found themselves in in '65. They had been willing for years to die for their people, and had exposed their lives on many a battlefield; but now the scene had changed and they were required to take up the burden of labor to support their loved ones and to show that manhood which they had shown for years up to '65. [Applause.] What have they accomplished?

Well, in old Virginia, we have been going ahead some. [Laughter.] In 1900 our agricultural product amounted to forty-one millions of dollars. In



HON. WM. HODGES MANN,  
Governor of Virginia.

1909 it amounted to seventy millions of dollars. We had increased it 68 per cent; and if it hadn't been for the drought this year, I believe we would have over doubled our crop since 1880—I mean the value of our agricultural products. It is somewhat hard, though, to separate the production of the several States when we come to consider this alone; but I want to say to you, gentlemen, that when the United States, all the states of the Union, produced three billion bushels of corn, the South produced one-third of it. [Applause.] I am speaking by the book when I say in 1910 the South produced nine hundred and eighteen millions of bushels of corn. I don't speak this in the way of glorying, but I want to tell you what we are trying to do to build up our country and to keep step in that march of progress that is going on east, west, north and south today. [Applause.] The boll weevil was a blessing in disguise to the South. The scientific men went there to try to see if they couldn't find some enemy of the weevil to get rid of it, and they couldn't. Then they sent a very wise man from Ohio, Dr. Knapp, from the Department of Agriculture, who adopted this plan: "That as we can't kill the bug, we will get away from him, and we will adopt the American doctrine and principle of rushing ahead and getting out of the way of those things we cannot avoid"; and that was done. Well, the cotton crop last year was 16,200,000 bushels, the largest ever made in the history of this country; and that grew out of the scientific principles of agriculture which were inculcated in the South by Dr. Knapp, and that developed the agriculture of the South so that in 1910 the State of Louisiana raised sixty-two millions of bushels of corn, and for the first time in her history exported grain.

That is what the South has been doing, and she is going to continue to do that because she has adopted the scientific agricultural methods. There was a boy in one of our counties—I won't mention the county, for it might hurt—but, to illustrate how poor the land was, they tell me that in that county a man would get up in the morning and say, "John, go up the persimmon tree and get your breakfast and go to work." [Laughter.] Well, that boy raised 167 7-9 bushels of corn to the acre. Last year a boy raised 164.5 bushels to the acre. Now, these are individual efforts, which illustrate, however, the possibilities; but the average of all the boys that were engaged in this work last year was 56.5 bushels. [Applause.] The average in Iowa, if I recollect it right, is 41 bushels, and in the great State of Illinois, that produces more corn than any other State, the average was 33 bushels to the acre.

Of course we had to get out of the ruts. Our farmers are a very conservative class, and when you talk to them about new methods they think the things they have been doing all their lives, the methods they have pursued and those that were pursued by their fathers and grandfathers before them, are the correct methods. It is a difficult thing to get them out of the rut, but we are going to get them out of the rut. I want to call your attention to the fact that last February a national corn show was held at Columbus and one hundred Southern boys were there and these 100 boys had cultivated 100 acres and on these acres produced 13,330 bushels of corn; and I want to give notice to you, my friends from Illinois and Iowa and other great corn producing States, that you have to get up and get out of the way of we of the Southern States. [Applause.]

I want to say this in justice to myself: Mr. Walcott in his address lost sight of the fact that I led the temperance fight in Virginia, and got to talking about mint juleps. [Laughter.] In that connection I want to tell you a thing that actually happened in my county. There was an old colored man, a Baptist preacher, named Griffin Swift. He was as black as the bottom of an ink stand, but he was a good friend of mine—I mean he always came to me when he wanted anything [laughter]—and the compensation I got was his prayers. I understand he prayed for me every morning and night. Well, I introduced a bill to break up the saloons in the county in the legislature of Virginia in 1901, and when I did old Griffin's voice became very weak, because he was very wet in practice and in doctrine; but he continued to pray in a half-hearted way until in 1903, when the bill passed. And his weekly paper came at the end of the week and his daughter read it to him, and the next morning as old Griffin went on to his prayers, his daughter said, "Papa, the Mann Bill done passed." Well, that was a shock to Griffin; and this is the prayer he prayed that morning. He said: "Oh, Lord, I have prayed for Judge Mann for a long time. I ain't gwine to do so no more. I ain't got nothin' 'ginst him; but if you do anything for him from dis time on, you've got to do it yourself, I ain't gwine to do it." [Laughter and applause.]

Now, I am afraid some of my friends in Norfolk, especially the distinguished speaker that preceded me, have somewhat the same feeling that Griffin Swift had; but I want to set myself straight. If you in your deliberations down here, if you want to know anything about the serious things of grain, don't you fool with mint juleps in Norfolk. [Laughter.] You can eat the Virginia ham and crack the Virginia peanuts, but when you touch that seductive drink that has grass at the top of it, your deliberating powers are going to be affected. [Laughter.] I want to serve notice on you now, so you will know exactly what to do.

Now, my friends, I want to conclude with a very few remarks, because I have already taken up too much of your times. [Cries of "Go on!"] I started to say just now that you will see my speech is not prepared; in fact, the audience is making it. [Laughter.] Everybody understands the science of telepathy. If you don't believe that, all you have to do to be convinced is to see a young man sitting by his best girl and not saying anything. He knows what she is thinking about and she knows what he



is thinking about, and I want to tell you that when it comes to the silent stage it is serious. But I find the audience telegraphs the ideas up to me and I just send them back. But I want to mention this peculiarity about me, and I think you ought to understand it, that I always save the best things I have to say to the last, and sometimes I don't have time to get them out [laughter], so that you may understand that if there is anything I ought to have said when I go away from here—and I have been trying all my life when I make a speech to say the things I thought about after I sat down [laughter]—if there is anything I ought to have said, you may just know I held it back and didn't have time to get it out. [Laughter.]

Now I want to say a few things to illustrate the spirit of the American people. I am not illustrating the spirit of the Southern people, but of the American people; and I want to do that by a few anecdotes that occurred during the War. You know Petersburg was shelled a considerable time by Gen. Grant, and while the shelling was going on they held an auction at the corner of Union and Sycamore streets; and they were selling one of those old-fashioned mahogany wardrobes that the ladies are so wild over now. They had gotten the old thing up to \$990—of course that was Confederate money [laughter], it wasn't a very extravagant price, because I paid \$250 for breakfast and didn't get a very good one at that [laughter]—but he got it up to \$990 and started to cry it out, and he said, "\$990 once, \$990 twice—". And about that time a three-hundred-pound shell lit right on top of that old wardrobe and smashed it in splinters, and he said, "Gone to General Grant at \$1,000." [Laughter and applause.] It is needless to say that little incident didn't interrupt the auction; it went on just as if nothing had happened. Then when our troops were forming down there to charge up to retake the Crater, where a section of our forces had been blown up very unexpectedly [laughter], there was a little ravine down there in which our troops could form without being seen and were protected from the bullets of the enemy, who were a short distance off; and while they were there getting ready to make the charge, a fellow came up all covered with dirt from his head to his feet, and asked Capt. Featherstone, who was in command of an Alabama company, if he might go in with the charge of his company. "Yes," said Capt. Featherstone, "if you are fool enough, you can go." I think some 350 out of the 800 were killed; and the man said, "Take my name down so if I get killed my people will know." And so the Captain marked it down and said, "If you want to go in and die, go on. But where did you get all that mud from?" And he said, "I was just blown up." He was one of the fellows in the Crater. And Featherstone said, "How high did you go?" and he said, "I don't know; but when I went up I met the cook coming down and he told me he would have breakfast ready by the time I landed." [Laughter and applause.]

On another occasion our friends on the other side raised a flag of truce to make some arrangements. We didn't have any proposition of surrender, as we wanted them to do it [laughter]; but they raised this flag of truce. The general on our side didn't have anything white—it was before negligee shirts were invented; he didn't have a white handkerchief, and he appealed to his staff. They didn't have anything white; and he appealed to the boys in the trenches, but they didn't have any; and one old Confederate soldier said, "What is the use of delaying? Somebody put up my shirt on the pole and wave it." And another old fellow said, "For God's sake, don't do that, the Yankee will think it is a black flag and kill all the prisoners." [Laughter.]

Now, gentlemen, I want you to take these incidents I have related in connection with two great events that you will remember. Of course, you remember the charge made by Meagher's Brigade at Fredericksburg, when the Federal soldiers charged Marye's Hill, just below the crest of which was a sunken pit with a rock wall on the side next to the approaching enemy. Our infantry were behind that wall, and the position was practically impregnable; yet the Federal forces charged that hill until the ground was covered with the dead bodies; and I undertake to say no more gallant charge has ever been made in the history of the world. [Applause.] Alongside of that I put the charge of Pickett at Gettysburg, who charged Summit Ridge with 5,000 men and came back with 1,500, leaving the balance on the field. [Applause.] I have mentioned these incidents on both sides because I want you to feel and understand that what I am trying to get at is American valor, whether North or South; and I want to illustrate that by these anecdotes and by these great charges that were made. I want to say to you that while the War between the States was productive of many evil results and caused the loss of hundreds of good men, and 2,221 battles were fought from '61 to '65, mentioned in the official reports, and over 600 of them on the soil of this old Commonwealth—I want to say to you that notwithstanding the great evil of that War and the sacrifice of human life, the greatest perhaps the world has ever seen, it was productive of one result of which we can't complain and that is it made a new standard for manhood. [Applause.] And I don't mean Southern manhood, I don't mean Northern manhood, I don't even mean American manhood; but I say that War created a new standard of manhood wherever the world knows what manhood is. [Applause.]

And now we come together a united country; and the old Commonwealth of Virginia came back into the Union as an independent, sovereign State to concentrate all her powers, physical and mental, to the glory of our common country, to the upbuilding of that country, and to the defense of that country against the world. [Applause.] We demonstrated that in the Spanish War. People were a little

doubtful about it until the Spanish War. Of course, the Spanish War, in comparison with the War from '61 to '65, didn't amount to much. It reminds me of an incident.

It was said on one occasion that a man from Johnstown, Pa., journeyed away to Heaven, and when he got there St. Peter asked him how he expected to get in; and he said he was the hero of the Johnstown Flood. So St. Peter said, "If you are the hero of the Johnstown Flood, I ought to let you in." So he was let in; and he commenced telling everybody about that flood and what he had done. And he noticed that whenever he commenced telling his exploits there was a little dried up old fellow that would turn up his nose and walk off, and that was very hurtful to the Johnstown man's pride, because people from that country were proud of their State, and I don't want any reflection cast upon that great State. Finally this fellow couldn't stand it any longer and he went to St. Peter and said, "Who is that little old man that turns up his nose and walks off when I tell about the Johnstown flood?" and St. Peter said, "That is Noah." [Laughter and applause.]

But that war served to show that the animosities between the people of the United States had passed away, and that war showed that when the Confederate soldier laid down his arms at Appomattox and said he intended to be a good citizen of this country, and did it under the splendid magnanimity of General Grant [applause], he meant what he said. [Applause.] The Commonwealth of Virginia voted against secession on the 1st of April, 1861, by a vote of 90 to 45, and only seceded when President Lincoln called for 75,000 men, a part of which had



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to come from Virginia, and we had to do one of two things: either to fight our Southern soldiers, our Southern brethren, or go out of the Union. There was no course left us; we had to do one or the other; and we went out of the Union, knowing what the consequence would be; because Virginia is a conservative State and always has been and will be. But I want to say to you while I am Governor of this Commonwealth, if the President of the United States issues a proclamation calling for troops from this Commonwealth, they will go [applause], and I won't ask where they are to fight, or what service they are to render; but they will go from Virginia, and they will follow the flag of our common country as far as any man will follow it, I don't care where he comes from.

So, my friends, we welcome you to your own ground and to your own territory. I am glad you are here. We get inspiration from the presence of this great audience. I want to say to the ladies that I believe the reason the American men are good men and brave men is because they have behind them the purest and sweetest and most beautiful women on the face of the earth. I believe that every true man has as an inspiration some good woman who is the queen of his home and his fireside. An Englishman was talking to an American some years ago, and when he was asked how he liked this country he said, "I like it pretty well, but you haven't any Queen." And the American said, "You are mistaken, we have millions of them." [Laughter.] They haven't got any crowns—don't wear crowns down here; but every woman in this United States is the uncrowned queen of her home and fireside. We are compelled here to be under female domination. [Laughter.] I heard some time ago of a little boy who fell out with his mother and she promised to give him a whipping, and the little fellow hustled under the bed in the chamber. It was pretty near time for John to come home; and so she didn't go after little Billy, but she waited for John to come home; and when he came home she said, "John, go in the chamber and get William from under the bed; I am going to punish him." Well, John went—he had to [laughter]—and when he got in the chamber and was crawling under the bed after William, little Willie saw him and said, "Hello, Pop, is she after you too?" [Laughter.]

Now, gentlemen, I have already occupied too much of your time, but you are responsible for it. If you hadn't been such good people to talk to, I never would have talked so long. In conclusion I wish to say you are welcome to the old Commonwealth of Virginia. We don't give you the keys because we haven't locked up anything, and so far as I am concerned everything is free—except juleps. [Applause.] We are glad you came amongst us. We want you to see what kind of people we are. We want you to see that we are American citizens; that we are as loyal to the flag as you are; and when the time of trouble comes we will touch elbows with you; and if the time shall ever come in the history of this great country of ours when you want another president from Virginia, we will furnish the man. [Prolonged applause.]

Three cheers and tiger were then given for the Governor of Virginia, proposed by Capt. Foering of Philadelphia.

Mr. E. B. Hodges of the local committee then read an invitation from the Virginia Club to the President and members of the Association to use the privileges of the Club while in the city. He extended also the courtesies of the Board of Trade to the members.

#### THE RESPONSE OF THE ASSOCIATION.

THE PRESIDENT: We will now hear from a gentleman who comes from one of the northern counties of Virginia [laughter], Mr. Lee G. Metcalf, President of the Illinois Grain Dealers' Association, of Iliopolis, Ill.

MR. METCALF responded as follows:

Hosts, delegates to the convention, ladies and gentlemen: I feel immensely my inability to appropriately reply to the addresses of welcome that have been made to us by the distinguished gentlemen upon this platform. While we have all enjoyed these addresses to the fullest, yet, even without these addresses, Mr. President, we would have felt welcome to Norfolk and to the State of Virginia, because all about us the atmosphere seems to be permeated and surcharged with the very elements of welcome.

Now, Mr. President of the Board of Trade of Norfolk, I want to compliment you upon your business organization. I know that your membership are men of intelligence, integrity and honesty; and I predict, Sir, that in no far distant future the Norfolk Board of Trade will assume even greater magnitude and usefulness in this country's history than it has enjoyed in the past or enjoys at the present time. And to the Mayor of Norfolk, I want to say, my distinguished Sir, that we appreciate to the fullest your kindly words this morning; and I am aware of the great progress that is being made in this country. You are proud, and as visitors we are proud of the great number of churches dedicated to the service of the living God, whose spires point to Heaven, our road of travel. You are proud, and we join with you in that pride, of the public free school system that you have here. We thank you, Sir, for extending to us the welcome of this city so located in regard to commerce that it ought to be, and I believe will be, one of the greatest commercial centers of the United States.

When I come to the State of Virginia I am moved somewhat by sentiment; and I do not know how I could reply to the splendid and happy address of welcome that his excellency, the Governor, has extended us. I say I am moved somewhat by sentiment, because it was in this "Old Dominion" that my father grew from boyhood to manhood, and my wife, distinguished Governor, is a native of your State. How many of us today have the blood of the Old Dominion coursing in our veins? In the forefront of that phalanx that went out to conquer the far West, the brain and brawn of your citizenship was represented. We, perhaps, do not appreciate the difficulties they encountered, the mountains they bored through by their perseverance, their indefatigable energy, the quagmires they bridged; but they moved on, forging ahead into that uncultivated and uninhabited country, so far as the white race was concerned, and they have conquered. They have converted that great broad area of the West, the Northwest and the Southwest into gardens of flowers and fields of waving cereals; and from them we bring to you, our distinguished hosts, greetings—greetings from many millions of happy homes. It is our inheritance to enjoy what our forefathers vouchsafed to give us by their energy, their industry, their perseverance. The great State of Virginia, with its millions of population, with its thousands of public schools, with a hospitable, God-fearing and honor-loving people—we come today and enjoy all these things with you, we can assure you; and I believe, gentlemen of this convention, if there is a delegate present who doesn't enjoy himself after these splendid addresses of welcome, there is something seriously the matter with him. Because we have been extended these things they ought, and I believe they do, have an impression upon our hearts.

The great State of Virginia is, indeed, a memorable State, the mother of States and statesmen, the "Old Dominion," as it is called. And, Mr. Governor, Almighty God has been very kind to your State, indeed. The Great Master Artist has set His canvas in your State and painted thereon pictures of beauty and gorgeousness. And we compliment you upon all these things, the association of which brings back to our minds times, perhaps, of trial and woe to you; but you were big enough and broad enough and brave enough to live through it all, and today we have a united country—East, West,



North and South—a true people, a true nation, who revere the flag and who are loyal to the Union. And we thank you, my dear Sir, for these kind expressions that have moved our hearts, that made us think of things that are past and gone forever. We are proud today to join in with that body of men who did so much toward the betterment of this great, broad, God-fearing, liberty-loving country, whose people are God-fearing and liberty-loving.

And so, my friends, in conclusion let me say to you, and I believe I voice the sentiment of every delegate present, that—

We wish you health;  
We wish you wealth;  
We wish you friends galore;  
We wish you heaven when you die.  
How could we wish you more?

## THE RAILROAD PROBLEM

A RAILROAD PRESIDENT TALKS ABOUT THE EFFECT OF LEGISLATION AND COMMISSION CONTROL ON RAILROAD SERVICE AND REVENUES.

**THE PRESIDENT:** It affords me great pleasure to introduce to you today a gentleman who has taken a great interest in the city of Norfolk and its up-building, who is now president of one of the trunk lines coming into this city, Mr. L. E. Johnson, president of the Norfolk & Western Railroad Co. [Applause.]

Mr. Johnson said:

I also am from Illinois County of Virginia [applause], and it was I who gave the Governor the key to that statement about a year and a half ago. Many of you gentlemen here know something of that railroad called the "Burlington Route." I started my railroad work, my railroad career, on that railroad. I was connected with it for twenty-six years.

I want to make one remark regarding the statement made by the Mayor. He spoke of Horace Greeley advising the young men to "Go West and grow up with the country"; and the Mayor said the young men went West and the railroads followed. My dear Mr. Mayor, the railroads went first and the young men followed. [Laughter.]

Before submitting to you such views that I have to express on the subject assigned to me, I cannot fail to take advantage of the opportunity to express my pleasure and satisfaction that this meeting of your great Association is held within the limits of this famous Commonwealth. Like a great many and probably a majority of the members of this Association, I was born and reared among the grain fields of the Middle West, but for a decade and a half my life has been spent on the soil of Virginia, where I have been engaged in transportation work and development. I wish to say that these years have been active and happy ones for me and as the result of my contact with this people I have become greatly attached to this great state and to its institutions and people.

I realize that for a great many years many conditions have existed which have heretofore held back this section from the progressive development which has characterized so many of our Western communities, yet I am free to say that the progress of recent years in the state of Virginia is such as to arrest the attention and challenge the admiration of all people interested in the progress and development of this nation. I consider it fortunate that you are holding your sessions in this good city of Norfolk. Probably no spot on American soil is of greater historic interest and there is no body of men whose business is so absorbing that they can not, with advantage to themselves and their business, take the opportunity of contemplating and discussing those things which have made particular places interesting and historic.

You have very near you the site of Jamestown, which was the location of the first permanent English settlement in America—a simple fact, but one which can not fail to inspire emotions of patriotism in every one who loves the great country and the nation which has been developed from that small adventure.

You have before you the waters of Hampton Roads, on whose surface the combat between the Monitor and the Merrimac took place some fifty years ago. As a naval battle it was undecisive, nor were its results potential in deciding the great conflict then at issue, but it marked an epoch in the construction of the navies of the world. The step from the Merrimac to the great battleship Pennsylvania, whose construction was authorized by the last Congress, is but a short one, for the dreadnaught is only the development and expansion of the principle which had been successfully adapted in the construction of the Merrimac. Development is easy when the underlying principle has once been discovered and established.

These matters to which I call your attention, as well as many others, will, in themselves, I am sure, bring to your minds satisfaction that your meeting is held at a place so interesting to all American citizens. I realize the fact, however, that this Association does not meet in annual session for the sole purpose of reflecting upon and discussing American history; that, in fact, you are an active, enthusiastic organization which is making history itself; and that necessarily your chief interest, so far as locality is concerned, is its capacity for developing commercial activities; and, on this ground too, I feel that I am able to congratulate this Association upon the holding of its present session at the city of Norfolk.

I have no doubt that during your visit here you will have the opportunity of examining the harbor and the traffic facilities of this city, and such an examination would be well worth your while. There is no port on the Atlantic Coast which has so many advantages as those which attach to this harbor, and the time is not far distant when a large por-

tion of the commerce of the West will seek its outlet through the waters of Norfolk harbor. As soon as the advantages of this port, its many conveniences and its nearness to the middle West are thoroughly appreciated, there can be no question but that the city of Norfolk will become the metropolis through which the largest portion of the splendid commerce of the middle West will pass. I do not know of any body of men that will more quickly realize the benefit that they may derive from the use of Norfolk harbor as a seat of commercial activity than this Association of grain dealers, and I apprehend that your meeting here will be followed by the formation of associations and connections which will necessarily redound to the mutual benefit of the sections that will thus be brought together. I need not assure you of the co-operation of the transpor-



PRESIDENT L. E. JOHNSON.

tation companies having their terminals in this city. Both their interest and wishes induce towards the development of these lines of traffic and you can be assured of fair dealing and active co-operation on their part in bringing together these sections of our country whose geographical relations and historic connections are such as to encourage and develop trade alliances.

This brings us to the subject which has been assigned me for discussion before your body. The fact is that I was informed by the committee that I was not only to make an address before the Grain Dealers' National Association, but I was told what I had to talk about, for a subject had been assigned to me, to-wit, "Railroad Building, Service and Revenue."

I must confess that I was gratified when I found out that I had been requested to present my views with reference to railroad building, service and revenue. This is a work to which my life has been almost exclusively devoted and the subject concerning which I should be best informed, but the fashion nowadays, when information concerning railroads is sought, is not to make inquiry of those who have devoted their lives to the service, but reference is made to the expressed opinion of some economic theorist, or to a legislative committee composed of lawyers, doctors and farmers. They decide whether a 2 cent rate is remunerative and other questions affecting railroad service equally intricate, and concerning which they are without information on which to base a reasonable judgment. Hence, I even feel immensely flattered that the Grain Dealers' National Association has the notion, however erroneous that notion may be, that the president of the railroad company does know something about railroads.

It is now some forty years ago—it may have been more, but we will let it go at that, for I will admit to that length of service without further proof—since I began my work in the lower ranks of railroad service, and the thing that most impressed itself upon my mind in connection with the service was the caution painted on the signboards at many railroad crossings: "Stop, Look and Listen." It

would be a very wise and fortunate thing for the American people, as they consider the various phases of the railroad problem as they confront the country today, to observe that maxim; and that, in considering the relationship of the railroads to the people of this country the public should "stop, look and listen."

No one can obtain a proper notion of the present situation nor predict the mode in which the railroad problem can be best handled in the future without studying the conditions that have surrounded railroad construction and operation in the past. Railroad building has been wholly developed during the past seventy-five years. In its beginnings and during its experimental stages, no one could tell whether or not railroad transportation could be made commercially profitable. That the construction of such roads would result in great benefit to communities to which they were tributary was easily and quickly recognized. The great expense, however, involved both in construction and maintenance was such that in the early history of railroad construction no individuals were willing to embark their fortunes in such uncertain enterprises, and hence it was that throughout this country the earlier roads were constructed under the auspices of the state governments and with funds largely contributed by the state itself or by the committees that were to be directly benefited by the location. These roads were almost always short lines, usually connecting up two cities or communities that were chiefly instrumental in the promotion of the enterprise and with no connections between themselves. They were local in their character and depended upon the local business for their maintenance and development. The experience of some twenty-five or thirty years demonstrated the fact that upon very few of such lines was the local business capable of meeting the vast amount of expense incident to the maintenance even of a short line of road, and hence it was that practically all of the state-owned and state-operated railroads of the country have, from time to time, passed through the bankrupt court and their existence as separate organizations wiped out.

It was at this stage that the expanding business of the country justified the adjustment of railroad facilities for the development of through business and a policy was inaugurated for the establishment of through lines of traffic which would tend towards the establishment and maintenance of consistent and regular traffic which would, by its bulk, justify the construction and existence of a more extended train service and hence a cheapening of the cost of the units which go to make up the final sum of transportation expenses. This work could not have been carried on by a state road, subject as those roads were to the control of the legislatures of the various states that had subscribed to and in most instances controlled the major portion of stock of such roads. Circumscribed as they were by the limitations of state lines, the union and amalgamation with roads outside the state was an impossibility, and hence such roads languished until they could no longer be maintained. State ownership was abandoned, not by reason of any defined purpose on the part of the states to relinquish their control of and interest in these highways of commerce, but by reason of the fact that the ownership, control and operation by the state of such avenues of commerce became practically an impossibility. No commercial enterprise, however patriotic, can succeed unless it pays. The state-owned railroad failed to meet the commercial necessities of the times and hence such ownership passed away by sale, either voluntary or involuntary, evidencing the collapse of an unworkable proposition.

This may be termed the first stage of the railroad problem in this country, which came to its conclusion about the period of the Civil War, and at least demonstrated one phase of the situation—that is that the American people will not look again to either the state or the national government to provide its transportation facilities. Political appointees for such work will not make the wheels go around.

The next period, extending for some twenty-five years, was a period of expansion and construction involving the establishment under private ownership of co-ordinated lines of railway, or railway systems, as they are commonly called, under which great trunk lines have been established which have been potential factors in the development of this country and the establishment of great industrial centers.

During this period, the conduct of the railroad business was carried on as a private business, divested of state ownership and practically without any supervision from either Federal or state government. The simple fact is that the experiment of state-owned or government-owned railroads had been so costly to the communities which had entered upon that experiment that they were very willing to surrender all of the functions of government, so far as necessary to railroad construction, maintenance and development, to anybody who was willing to risk his money in an enterprise which had been so disastrous to the states themselves, so far as the investment was concerned and the responsibility for which they were anxious to be rid of.

It was during the period of the generation succeeding the Civil War that railroad construction reached its high-water mark. The imagination of the American people was aroused and the development of the Western states proceeded with unexampled activity. The railroads were the pioneers in all of this development and whatever may be said for or against the men who, during that generation, were potential in the control of the affairs of the railway companies, still it must be admitted that they were the most potent factors in the building up of American industry and communities and to them





GRANBY STREET, NORFOLK, NEAR HEADQUARTERS, DECORATED FOR CONVENTION WEEK.

belongs the largest share of credit for the uplift given to the American nation. It is true that they carried on their great business with a free hand and now and then an injustice may have been suffered by some community, yet, surveying the history of the time, there can be but little doubt that the final results were highly beneficial to the American people, and under no other conditions is it at all probable that the same tremendous advances could have been accomplished.

It was a period of fierce and uncontrolled competition, in which the qualities of the statesman and general were both brought into action and on each of these lines were developed men capable of holding positions alongside with the heroes in statecraft or war that have been produced at any time or by any nation. The establishment of trunk lines of railroad traversing our continent involved the exercise of capacity, of daring, of persistent courage and diplomacy unexcelled in the history of any nation or time.

It is true that the fierceness of the struggle for business which was necessary to maintain the financial integrity of the great railroads which had been constructed brought about practices that, under present conditions, are considered and were in fact reprehensible in the extreme, but he is a poor philosopher or critic who undertakes to criticize a particular custom, habit or practice outside of and away from the environment which brought about the practice.

These things were all part and parcel of a career of progress brought on by American enterprise and initiative. They accomplished their own great work and having accomplished it they have passed away like many other things which were part and parcel of the same system.

By this brief history, one who "stops, looks and listens" will have seen that we have practically, in this country, passed through two stages of railroad development, the first being the stage of government-owned, but not government-operated, railroads, and the second stage one of privately owned railroads divested of government ownership and practically free from governmental control. The first resulted in the financial collapse of the roads themselves, and the second in a competition so fierce and relentless that practices became prevalent which resulted in grave injustice to individuals and communities.

Thus we see that two systems of railroad development have been in practice tried out by the American people—one after reaching a stage of practical collapse has been definitely abandoned and the other, although resulting in conditions which were subject to grave criticism, produced results highly creditable to American enterprise and initiative. The next problem was to preserve the good and eliminate the bad features of the existing system or adopt some new plan of handling the transportation problem.

It soon became apparent that only two possible solutions remained to be exploited. Those were either the taking over by the Federal Government of the railroads of the country, whereby that government would become the owner and operator of the railroads of the country, or to continue the operation of the railroads under the same ownership and control under which they had been constructed and regulation of their rates and practices.

So well satisfied was the mind of the American people concerning the inexpediency of a republican government undertaking to operate tens of thousands of miles of railroads, necessitating the employment and conversion of hundreds of thousands of voters into government employees, that practically by unanimous opinion any idea of the government undertaking to place upon itself the burdens,

risks and dangers of the transportation problem was soon abandoned, and the other alternative was easily accepted and is now a part of the policy of this country.

Whether the present system will be entirely successful is yet an unsolved problem and its final success will depend upon the intelligence and patience of the business men of America and their willingness to co-operate with the railway companies upon a fair and reasonable basis.

It goes without saying that the present system of supervision, control and regulation has and will have a general tendency towards the curtailment of railroad construction. The element of speculation has always been dear to the hearts of the adventurous and courageous Anglo-Saxon race. Its imagination has been stirred up by the possibilities of conquest, whether in the field of battle or industry, and the hope of great reward has been the incentive which has induced the taking of great risks. These were the conditions and hopes which inspired the pioneer road builders, when no question about "reasonable rates," or "reasonable return on investment," or "watered stock" was asked, and people were willing to risk their lives and fortunes in the construction of great roads, the development of which held out hope of great reward. Whether this restrictive tendency will continue to such an extent as to substantially impair the progress of American industry and enterprise in the further and complete development of the transportation business cannot yet be determined, but if it should happen that American initiative is curbed and fettered as the result of too much regulation, then the benefits resulting from this control have been purchased at too great a cost. No nation can afford to destroy the enthusiasm and imagination of individuals engaged in great enterprises. Dry rot would follow.

Our people, whether in the railroad business or any other business, are and ought to be willing to impose upon themselves such restrictive laws as will provide that each one shall receive fair treatment and even-handed justice from every public service corporation and no one should be restive under the operation of laws which have for their object the accomplishment of these purposes, but any laws which fail to recognize that the railway companies, under the present status, are conducting a business, the rights of which are and must be respected, are unjust, unequal and bring about positive and specific wrong to those whose lives and fortunes are dedicated to the work, and such injustice will, in the end, bring about grave perils to the nation itself. The simple fact is that private capital has come in and is today and for more than a generation has been furnishing to the American people transportation facilities which the states at first undertook to furnish and which actual practice showed that they were incapable of furnishing; and having invoked the investment of private capital in these great enterprises, such capital is entitled to such fair reward as is consistent with furnishing a reasonable service at reasonable rates. If such reasonable rates in fact produce a liberal return on the capital invested, it should be the subject of congratulation and evidence of the fact that the company is in fact properly fulfilling its duty as a public servant.

It is unquestionably a fact that whether the railroads of this country will be permitted to enjoy a proper revenue will be dependent upon the good sense and fair judgment of the business men of this country. They are the people who, in the first instance, pay the rates, and it is at their instance and as the result of litigation instigated by them that the usual attack is made.

The making of railroad rates is so complicated a proposition, involving so many elements concerning

which there may be differences of opinion, that there are few if any rates established by any of the railroad companies which may not be subject to some plausible attack, and it would seem that the tendency nowadays is to litigate practically every rate or rate adjustment. To my mind this condition presents an unfortunate state of affairs from which the railway companies are receiving substantial harm, the effect of which if continued will eventually be far reaching. While it is true that the mercantile shippers of the country have but comparatively slight interest in the actual amount of a given rate for the reason that a proper and reasonable transportation cost ought to be and is absorbed in the price of the article to the ultimate consumer, yet such shippers are vitally interested in the relation of rates, as such relation cuts a large figure in competitive business and may be potential in the selection of the place at which the business is to be done. Under these circumstances, experience has developed the fact that in but a small part of the litigation over rate questions has emphasis been placed upon the unreasonableness of a particular rate in and of itself, but the cases have usually rested upon the question of the relationship of the rates, and decisions have usually been made on the theory that if a railroad can haul certain traffic to such and such a place at a given rate, why may it not be compelled to haul such traffic to another place at a similar rate? I am not proposing to go in detail into these questions, but I desire to bring home to you the viewpoint of a railway company to these rate controversies, which I think are worthy of consideration by an association of fair-minded business men. You will easily recognize that, as a business proposition, the railway company is chiefly interested in its own revenue, for without adequate revenue it can neither perform its duties to the public nor properly protect the interests of those who have risked their money in the business of the company. If the roads do not earn sufficient revenue to make the operation a paying proposition, then the result will be a financial collapse such as has heretofore happened with the state-owned roads to which allusion has already been made.

When a given rate is reduced, not because it has been shown to be excessive in and of itself, but because of its relation to some other rate, or because on account of some competitive season it has seemed fair to a commission or court that a particular community should have a particular rate granted regardless of the question of cost, then it is apparent that the railway company is losing revenue which ought to be made up from some source; but yet I think that the shippers of the country in their zeal in promoting their own interests, have a disposition to press lower rates upon the railway companies without giving proper consideration to the needs of these companies for adequate revenue.

What I have just said I think is correct reasoning unless, as a matter of fact, the railroads of this country are earning an excess amount of revenue. If this is true, then it would be just as appropriate to demand a reduction and readjustment of those rates.

There was a few years ago a general idea prevailing in the minds of the American people that the railroads of the country were guilty of great extortion in their charges exacted from the shipping public, and that the roads were endeavoring to secure for their stockholders large returns upon supposed investments that had never been made and that the value of the properties embarked in this public service was in no degree commensurate to the capital upon which the railroads were asking a return. The investigation, however, by state commissions, the Interstate Commerce Commission and by the courts in rate cases has practically exploded this theory, for in every case where a thorough and scientific investigation has been made of railroad property it has been demonstrated that the outstanding capital upon which return is asked is less than the value of the property actually devoted to the public service, whether that value be ascertained by its present cost of reproduction or the actual cost of construction of the premises and property so dedicated to the public work.

When this capital account of the railway companies is thoroughly recognized and accepted by the public as being a fair and reasonable representation of the investment upon which the owners may properly ask for a fair return, it would seem that a large part of the matters in controversy should be eliminated, for concerning the receipts and disbursements resulting from the operation of the railroads of this country, such matters are an open book subject to the inspection of any one who desires to examine the reports regularly filed in public records. The returns on these investments are known to be very meagre, probably not exceeding, on an average, 4 or 5 per cent, and not averaging that on 90 or 95 per cent of the railway mileage of this country. No fair-minded man engaged in business will claim that such a return is excessive.

The critics of the railway companies and fault finders heretofore concentrated their attack and attempted to prejudice the public mind by claiming excessive capitalization, emphasizing this charge by the popular by-word of "watered stock." Investigations, however, have shown, for all practical purposes, that these charges are without foundation and the attacks against railway companies are now to a certain extent concentrated on the fact that although they do not pay excessive returns to their stockholders on the sums invested on account of capital, yet that the roads earn large sums of money in addition to the amounts that are distributed among their stockholders and these sums are paid for the purpose of betterments, renewals and repairs, and that thereby the excessive revenues are collected and used for unnecessary purposes, or at



least for purposes to which current revenues should not be demanded. On this point I invoke the aid of conservative business men for the purpose of creating a proper public sentiment towards the proper financing of these instrumentalities of public service. The railway companies of this country should have revenues sufficient to properly and promptly pay the cost of doing business, including a reasonable return upon the fair value of the property devoted to the public service.

To this there can be no denial, nor will the most radical reformer enter a protest against rates which are adjusted to accomplish this end, but in addition the business men of this country who are in the habit of dealing with large affairs and who recognize the vicissitudes surrounding great business enterprises will concede that it is right and proper that, in addition to the revenues just mentioned, the railroad company should be permitted rates that will accumulate a reasonable surplus which will enable it to furnish such non-revenue producing betterment that advancing civilization demands and which the progress of the country deems essential to the public safety and convenience, as well as to tide over the lean years of operation which inevitably come in every business.

For instance, in years gone by, grade crossings were not deemed injurious to the public safety. In these days on busy railroads, such crossings are a menace to the public and every well conducted road in this country is using its best endeavors to eliminate such dangers from operation. When broken crossings are made it is a difficult proposition to add such cost to the capital account. Unless they involve the expenditure of considerable sums of money, they should be paid for from operating expenses, not as a part of operation it is true, but out of operating expenses in the sense that when the results of the operation of the road create a sum sufficient to enable the road to put in such non-revenue producing improvements then such roads should not be subject to criticism in a rate case on the ground of earning excessive revenue, with the consequent conclusion that its rates are extortionate. So it is with the renewal and construction of its smaller country stations and many other illustrations could be multiplied showing the necessity of revenue over and above a reasonable return to the stockholders in order that the financial integrity of the railroads of this country may be maintained.

In the event that no such allowance is made and the demands for such improvements are pressed and in many cases compelled by controlling authority, the money must come from increased capitalization. It is doubtful whether capital can be secured for the railroads of this country when the proposition is fairly placed before the investing public that the purpose of such capitalization is to add public conveniences and additional safeguards which are recognized as adding nothing to the earning power of the road; and, in the event that such capital can be obtained by reason of the reserved credit of the road applying for loans, then it must be recognized that it will not be many years before the railroads of this country, like the railroads of England and continental Europe, will become top-heavy as the result of outstanding capital, with its attendant overhead charges, and will be utterly unable to pay a reasonable return thereon without exacting from the public rates which, at that time, will doubtless be in fact burdensome. Foreclosure and accompanying financial disaster must follow such a policy.

Only a few more words and I have finished. Perhaps I have already taken up too much of your time in discussing these matters, which are of common interest, but emphasizing the viewpoint of the railroads. Yet, if I have, it is due to your own invitation which has directed me, in the assignment of my subject, to discuss before you railroad building, service and revenue, and the greatest of these is revenue, for without that there can be neither railroad building nor adequate service.

Each of us are representatives of great interests which have been and will continue to be potential in the development of this action. I sincerely hope that you will have come to the conclusion that I have been speaking two words for myself and the interests that I particularly represent, and only one for you and your association. This has not been my purpose. My long experience in railroad work which has brought me necessarily in contact with many other great enterprises and businesses has, I hope, tended to free my mind, in some degree at least, from narrow prejudice or lopsided views on these subjects, and I hope in the suggestions that I have thrown out that they have come from an earnest desire to increase and preserve for the American people that which will stand for the best interests of the people as a whole.

I can, however, see breakers ahead in the handling of this transportation problem and it is my purpose in every way in my power to induce such people with whom I come in contact to "stop, look and listen," for by such thoughtful observation alone can future troubles be avoided.

The American people demand a prompt, efficient and adequate transportation service without discrimination and with readiness to serve all upon equal terms, and this they are entitled to have at reasonable rates. This character of service the railroads should be willing and must give, but while performing the service which the people demand, there should not be an attempt to niggardly withhold from the railways such revenues that may be necessary to furnish an efficient service and to acquire a surplus in order to preserve the stability and financial integrity of the properties. Every business has the right to demand this.

The children of Israel, some thirty centuries ago, complained that they could not make brick without straw, nor can the railroads furnish the service that

is now demanded unless public sentiment sustains their demand for larger revenue.

We are on the threshold, Mr. President and gentlemen of this convention, you are today on the threshold and confronting a shortage of transportation such as has never been seen; and I want to say to you right here, it is not the railroads of this country that are at fault for it. We have poured all of the money into acquiring additional equipment that we could possibly secure on a safe basis. If the business of this country is going to be fostered, advanced and made perfect, as American people are apt to make things, you have got to take these questions in hand, you men of business, and these associations of all classes of business men, and you have got to say to the governmental powers of this country, "You must give to the railroads a fair rate." Now, how should this rate be advanced?

Of course, there are four or five hundred railroad presidents in the United States, and I guess there are about that many different opinions as to how it should be done, but it has to be done in some way; and we ask your assistance in deciding how to bring it about. You will remember what transpired a year and a half ago—an effort to advance rates, after a long hearing before the Interstate Commerce Commission, was refused. There is scarcely a rate in the office of the Interstate Commerce Commission today, gentlemen—I don't know that there is a single one—where there is the slightest advance of any character, that that rate is not suspended. If you will take the time to look over the reports of the railroads now being printed, and I will send you one of ours if you want it, you will find there is a gradual going down of the rates notwithstanding a gradual increase of cost of operating the railroads. We are confronted on the one side by the demands of the shippers for reductions in rates, and we are confronted on the other side by the governmental powers. I am not criticising, simply stating the facts. We are "between the devil and the deep blue sea," and it seems both of them will get us. I am not speaking altogether because I

am a president of a railroad, but I am speaking because I believe a railroad man or any other man should speak for the benefit of the great country we are in. If you want to stop railroad construction, you pretty nearly have done it. You have a vast country yet that needs railroad transportation, and we who are in this business cannot build railroads without money.

Don't think I am trying to advance the idea that we want a great, tremendous advance all at once. The time has come when a reasonable, moderate advance should be made on every single tariff there is on file with the Interstate Commerce Commission today. It is only a few years ago, less than a decade, that when a business man would come before the tariff division of the Norfolk & Western Road, or to myself, and would show us clearly that a certain rate was unreasonable and in order to meet conditions should be slightly reduced, if we found such a statement was correct, we made an adjustment downward. You can't do that today, gentlemen. You cannot come into my office, nor into the office of the tariff division of this company, and get a rate reduced; and I will tell you why you can't. Simply because we cannot advance a rate that is unreasonably low. Then they may make complaints to the Interstate Commerce Commission and perhaps get it reduced; but I have performed my duty to the public in not granting that reduction, and also to my stockholders. You need cars, you need engines today, and will for the next two or three months to a greater extent than you ever have in the past, and you won't get them. I see one man sitting before me that I know has kicked like a bay steer for the last two weeks, and it doesn't do him any good. He didn't get and can't get cars—if we don't have them and haven't any money with which to build them. Notwithstanding that we are building cars at the rate of ten or twelve a day in our Roanoke shops, and still have engines ordered; but I ought to place today an order for 10,000 freight cars and 125 locomotives, and I won't, because I don't see where I am going to get the money to pay for them. [Applause.]

Thereupon adjournment was taken to 2:30 p. m.

## AFTERNOON SESSION, FIRST DAY.

FIRST BUSINESS SESSION—PRESIDENT'S ANNUAL ADDRESS—SECRETARY'S ANNUAL REPORT—ON ANTI-FUTURE LEGISLATION—BEGINNING OF THE GRADE RULES DEBATE.

The convention was called to order by the President in the Assembly Room of the Monticello Hotel, at 3 p. m.

### THE PRESIDENT'S ANNUAL ADDRESS.

THE PRESIDENT: As we were somewhat hurried this morning, and did not complete the program, we will now have the President's address. I have already spoken at length on the subjects covered in this report or address, and this is simply a sort of recapitulation of same:

I have not come to this meeting with a lengthy address, for when I look over the past year's work I find little or no advance step has been made by the grain trade as represented by this Association. Consequently I feel it would be useless to suggest any new work until these old matters have been properly adjusted. We have used a good deal of energy and time in preventing legislation which was thought to be detrimental to our interest, and to a certain extent we have been successful; but these issues are not done with, and will have to be met when Congress convenes again next December. You will remember I called your attention at our Omaha meeting to the following subjects which I urged you to act upon:

1st. An effort to secure an increased membership from country shippers. While our membership has been materially increased the past year, very few are country shippers, and unless we have more of them, this Association will naturally resolve itself into an organization similar to the Council of Exchanges; and there is no need of two such organizations.

2d. The doing away with the buying of certain grains on "3 or better" basis. I am glad to say that this has been tried in some of the markets, but all MUST adopt that way of doing business to make it a success.

3d. The discontinuing of private crop reports used for the purpose of manipulating the markets.

4th. The adoption and enforcement of uniform grade rules.

5th. Change of the Constitution and By-laws, whereby we may elect a treasurer annually.

Right here I might mention that our financial condition will not warrant large salaries. If we expect good results from the various committees, they must have funds at their disposal so that they can be more active than they have been in the past. These committees are important parts of our Association.

6th. A clean bill of lading—something that will insure the delivery at the terminal markets of the same number of bushels of grain that the shipper loaded and also make the bill of lading as negotiable as a bank draft. This is both a State and National question, and I urge the state associations to co-operate with us in the matter. The American Bankers' Association has approved the bill now pending in Washington.

7th. The adoption and enforcement of uniform inspection of grain. This question will not down, but

will continue to annoy the trade until it is settled, and settled right.

There has been a good deal of talk about an anti-option law; but as nearly as I can make out the people who are doing most of the talking know the least about the business. Doubtless there should be some change in option trading; and since no one can agree what is best to do, I would suggest that the Grain Dealers' National Association and the Council of Exchanges appoint a special committee to confer with a congressional committee to work out some satisfactory plan for dealing in options.

Last December, the directors instructed your President to appoint an auditing committee whose duty it is to audit all bills before payment. This plan has worked very well, but there is still room for improvement, which no doubt will be made by the incoming officers.

I want to call your attention again to our most important committee, the one on arbitration, which is composed of three busy men, who have willingly given their time to the Association work. I think it is only justice to this committee when I ask you to refrain from sending other than important cases to it, as you can readily see that, with increased membership, the duties become burdensome unless some restrictions are made. I have been called upon to look over arbitration papers in cases which should have been settled at home.

I think our Association at this annual convention should recommend that the Secretary's office be moved to the city of Chicago. The grain men from North, South, East and West all pass through that city, and with the Secretary's office located there he would be in personal touch with more members than he otherwise could be. I think this is an important step.

Car shortage is here again in its worst form.

The following table is taken from printed statistics on car supply compiled by the American Railway Association. It shows the net surplus cars available in July in each of the years from 1908 to 1912, inclusive. It shows also the number of surplus cars in October for each of these years, except, of course, 1912:

	1908.	1909.	1910.	1911.	1912.
July .....	303,000	259,000	242,000	163,000	64,000
October ...	100,000	—5,000	7,000	20,000	...

An analysis of this table shows that the reduction in the number of surplus cars in this period was: 1908, 203,000; 1909, 264,000; 1910, 235,000; 1911, 143,000.

In July of this year the country has only 64,000 surplus cars. At the same rate of reduction as that prevailing last year the country will be short 79,000 in October. The prospects are that in view of the greater business activity this year, the shortage will be much more than this. So far no effective remedy has been suggested. Railroads are asking for the co-operation of shippers in the handling of empty and loaded cars. This will assist in a small way, but it will fall far short of giving the public the desired relief. A State and National reciprocal demurrage law would do more to relieve the car sit-



uation than anything that has been done up to this time. Railroads are very much opposed to such a law.

I am also of the belief that it will be necessary for the Government to have more control over the railroads, both financial and operative. Under such supervision, should it develop, after a physical valuation has been made of the property, that increased rates are necessary to pay reasonable dividends, interest on bonds and fixed charges for maintaining property, so that it is capable of giving the service demanded by the public, then the proper authority would be in position to allow such increase of rates. The time has passed when the public will be satisfied with anything less than first-class service from railroads. The National Association should put itself on record as demanding better service from the railroads, for at the present time it is a difficult matter to tell whether it is the train crew or the president that is running the road. I hope we may see the time when an order issued by the president or superintendent will be obeyed as promptly as an order issued by a general to his army.

The committee of grain men who gathered in Washington last March to discuss Dr. Wiley's interpretation of the Pure Food and Drug Act met with gratifying results. Secretary Wilson assured us there would be no action taken by his Department until a thorough investigation of the subject was made. Our Association should co-operate with his Department, for the matter will come up again, and we should try to direct and assist in every way possible, so that the interpretation of the law will not in any way interfere with the handling of farm products in their natural form.

The Government is working on a grain standardization which will be ready to present to the trade in the next few months. I think our Association should assist in every way possible, for opposition may mean Government inspection, which none of us desires. No one can fully anticipate the outcome of the movement for standardization; but to my mind, it will be the beginning of the supervision of the inspection of grain in the United States. This should not be looked upon as a serious matter by the trade, for it will at least insure us one thing, that the grades of grain will be the same in Chicago, New York, Louisville, Norfolk, and New Orleans, and such a change should receive a hearty welcome by the trade of this country.

I hope that both direct and affiliated members will continue their interest in the National Association, for this organization is the only means for the grain interests to cope with National questions. Any withdrawal of State organizations would have a tendency to weaken both.

In conclusion, I want to thank the Association for the honor of electing me president for two years, and I trust you will give the new officers the same hearty support you have extended to me.

The following are a few of the things which the grain trade must stand for and enforce, or the matter will be taken from its hands:

- Uniform Inspection.
- Uniform Trade Rules.
- Uniform Grades of Grain.
- And my motto for this Association would be, "Uniformity of action, not words."

#### COMMENTS ON THE ADDRESS.

MR. SAGER: Will you pardon me at this time for suggesting the propriety of a change in a word in one of your most important recommendations, which I think on reflection you will agree should be changed. In many states, notably in the state of Illinois, trading in "options," or "option trading," is prohibited by statute. In your recommendations regarding what I think should be "future trading," you use the words "option trading." The Council of Grain Exchanges appointed a committee to confer with your organization on "option trading," and you couldn't properly now appoint a committee on "trading in options."

THE PRESIDENT: I stand corrected. I wish to make this statement, that at the meeting in Washington last March, when we were talking over the pure food law with Secretary Wilson, we had the following organizations represented: The Farmers' Grain Dealers' Associations of Illinois, Iowa, and Minnesota, and all the other State associations, regulars and the National, besides the different exchanges. At that time we placed ourselves on record as being in favor of standardization; and I think it is our duty now to carry out that understanding. We told Secretary Wilson that was what we wanted and that we were with them on that proposition, and I think that statement helped us to get what we did get. This is to let you know how we stood with the Government at Washington.

MR. GRIMES: I enjoyed your recommendations and your address very much, but I must take issue with you on the statement that the Association had accomplished nothing in the past year. I think it is a "misprint" on your part.

THE PRESIDENT: I was referring to those particular articles, 1, 2 and 3.

MR. GRIMES: Then I misunderstood it. I believe the past year has demonstrated better the usefulness of the National organization than any year to my knowledge, and I have been a member of the National Association since its organization. The one thing that was accomplished through the National Association in Washington last year—while other organizations took part in it, the National organization led in the work—was to have set aside the rule promulgated by Dr. Wiley. It was a menace to the grain trade all over the country, and was

causing much trouble on account of a misunderstanding on the part of State officials in confiscating grain. This rule was set aside for the time being, and this means forever and forever, in my opinion. This alone was worth more to any member of this organization than it costs him to join. Not only that, but the legislation committee has continuously worked during the whole year for the benefit of the grain dealers. As I have said before, it is not what we accomplish at these meetings—these meetings are more for the purpose of social intercourse, to meet and become acquainted with one another, than to accomplish business—it is what we do throughout the year that makes this Association what it is. There is no question that the National Association is so far ahead of other organizations in the country there is no comparison. I am sorry I misunderstood your statement, Mr. President, for it got me a little warm under the collar.

THE PRESIDENT: The Chair is always glad to hear from Mr. Grimes personally. We will now have the Secretary's report.

#### THE SECRETARY'S REPORT.

Secretary Courcier then read the following report:

I take great pleasure in submitting my seventh annual report as Secretary-Treasurer of the Grain Dealers' National Association.

The work has differed in no essential particular



JOHN F. COURCIER, SECRETARY.

from that of previous years, except that it has increased in volume. The established policies of the Association have prevailed, and, except for an occasional tilt with an overzealous scion of the free lance doctrine, the march of progress has been steady, continuous, and harmonious.

UNIFORM GRADES.—It is to be regretted that we are not at this time privileged to report the universal adoption of the grades of grain promulgated at the St. Louis convention. That we have not been resting on what has been accomplished is evidenced by the remarkable exhibit of samples at this convention and by the notable array of talented experts who are here to discuss the great economic question of grain standardization.

Last year we told of the number of colleges that had adopted the National Association's Grades as a text book. This year we have the honor not only to report additional colleges but also upon this occasion to functionate as hosts to agronomists from many agricultural institutions.

LEGISLATION.—Our legislative activities have been under the direction of the chairman of the committee on legislation, and his report will leave but little that could be said without duplication. We have been better equipped than ever before to keep in immediate touch with the legislative pulse at the Nation's Capitol, and the work of the past year has brought the grain trade into closer fellowship with the men who do things at Washington than ever before. The National Association's record of advocating only worthy causes is gradually giving the organization an enviable standing. I respectfully commend Chairman Reynold's report to your consideration.

TRADE RULES.—Another year of grilling has left the Trade Rules of the Association on the high pinnacle upon which they were placed in 1906. While it is eminently proper that conditions should be studied and remedies provided for known ills, yet amendments should be approached with the greatest caution, lest in the endeavor to take care of some local or transient condition the whole situation be unwarrantably if not irreparably disturbed. Mr. Paddock, chairman of the trade rules committee, will report tomorrow and give you a synopsis

of a number of inquiries that have been handled during the past year.

HAY AND GRAIN JOINT COMMITTEE.—We seldom hear from our hay and grain joint committee. A great many grain dealers also buy and sell hay. As an economic measure I recommend that the National Hay Association and the Grain Dealers' National Association enter into an arbitration treaty whereby the members of both the National Hay Association and the Grain Dealers' National Association shall be bound to arbitrate under a rule of arbitration which shall be neither more lax nor less binding upon those of whom it will have jurisdiction than are the rules of the two national associations upon the members of their respective associations. In this connection, I would respectfully recommend that when the difference to be arbitrated shall relate to hay, the committee shall be composed as follows: Three members (including chairman) from the arbitration committee of the National Hay Association and two members from the committee on arbitration of the Grain Dealers' National Association; and when the difference to be arbitrated shall relate to grain, the committee shall be composed as follows: Three members (including chairman) from the arbitration committee of the Grain Dealers' National Association and two members from the committee on arbitration of the National Hay Association.

Since writing the above report, I have received the following letter from Mr. P. E. Goodrich, chairman of the hay and grain joint committee:

"I regret exceedingly that I will not be able to be with you at the convention and have not found time to write a report. There is really nothing to report, as my committee did nothing during the year. I would suggest that the Grain Dealers' and National Hay Associations hold their next meetings in the same place and in either the same week or the week following, so people could attend both of them with one trip east or west as the case might be. The Hay Association always have their meeting on Tuesday, Wednesday and Thursday. If the grain dealers would follow with a meeting the next Monday, it would not make a long wait between the two. Or the Hay Association might commence on Monday and you people begin on Thursday and run the balance of the week. This, of course, is only a suggestion and may not meet with the approval of any one."

TRANSPORTATION, BILL OF LADING, DEMURRAGE, NATURAL SHRINKAGE, TELEPHONE AND TELEGRAPH, CROP REPORTS.—Throughout the year, we have had more or less incidental work to do in connection with transportation, bill of lading, demurrage, natural shrinkage, telephone and telegraph and crop reports; but it has all been done in connection with the chairmen of the respective committees; and it is only fitting that I should refer you to their reports which will be made during the course of the convention.

OMAHA CONVENTION "THREE OR BETTER" RESOLUTION.—The following resolution was adopted at the Omaha convention:

"Whereas, Based on the theory that the seller was being deprived of the proper benefits which should accrue to him on the higher grades, several markets and centers have been criticised for bidding for certain grades of grain 'or better,' for example, 'No. 3 Corn or better'; therefore, be it

"Resolved, That the Grain Dealers' National Association recommend that the various markets be requested to take such action as will bring about a change in the practice and custom, so that the purchases of grain at interior points shall be on the flat grades."

In obedience to the resolution we transmitted a copy to all the exchanges, great and small, in the country. Since the question is likely to come up at this convention under another head, I will read the letters we received from the leading exchanges:

The Board of Trade of the city of Chicago has discontinued the practice of bidding for "three or better."

Peoria Board of Trade: "The Board has taken no action on the No. 3 corn 'or better' proposition. Yours truly, John R. Lofgren."

Memphis Merchants' Exchange: "No official action has been taken by this Exchange on the resolution adopted by your Association at its fifteenth annual convention in reference to the bids that are made for certain grades of grain or better. Very truly yours, N. S. Graves, Secretary."

Detroit Board of Trade: "No action has been taken by this Board. M. S. Donovan, Secretary."

Philadelphia Commercial Exchange: "Referring to the question of 'No. 3 or better,' I do not think it is the custom of our people to bid that way; and that the subject is a western proposition. Our Exchange has taken no action upon it. Yours very truly, Frank E. Marshall, Secretary."

New Orleans Board of Trade: "Your letter of the 4th inst., bringing to our attention resolution adopted by the Grain Dealers' National Association at its fifteenth annual convention held in Omaha during October, 1911, was submitted to our grain committee in session yesterday, and it was the sense of the committee that no action be taken for the present in reference to the subject matter, but that later on it will be given further consideration. Yours very truly, H. S. Herring, Secretary."

Milwaukee Chamber of Commerce: "Replying to yours of June 4 containing copy of a resolution adopted at the Grain Dealers' National Association convention in Omaha last October, I will say that as a general thing bidding for grain out of the Milwaukee market is on the basis of the flat grades, although there are no rules or regulations of this exchange prohibiting a member from bidding for 'No. 3 corn or better,' as an example. Yours very truly, H. A. Plumb, Secretary."

Jacksonville Board of Trade: "In reply to your letter of the 4th inst., I beg to advise that the chair-



man of our hay and grain committee states that the resolution mentioned in your letter does not affect our market, for the reason that we buy straight grades as a rule, and that he does not think that organization should join you in taking action on the resolution in question. Yours very truly, H. H. Richardson, Secretary."

Louisville Board of Trade: "Your letter of June 4, stating the action of the Grain Dealers' National Association in regard to sending out bids that are made for certain grades of grain, such as No. 3 corn 'or better' and asking this Board to agree to drop the words 'or better' and bid on flat grades, was laid before the committee at a recent meeting, and I was directed to say that this market has always declined to accede to this request and that we must still adhere to that position."

St. Louis Merchants' Exchange: "Your favor of June 4 calling attention to resolutions adopted at the fifteenth annual convention held in Omaha, October, 1911, received. The Exchange has no rule covering the same. Eugene Smith, Secretary."

Newport News Chamber of Commerce: "Beg to advise that our Association recognizes only a flat grade. Respectfully, W. E. Cottrell, Secretary."

New York Produce Exchange: "It is the opinion of our committee on grain that the matter referred to has little or no bearing on this market, as very little grain is bought in the manner indicated in your letter. Yours very truly, L. B. Howe, Secretary."

Toledo Produce Exchange: "Inasmuch as competitive markets are still bidding that way, no decisive action was taken other than to await responses to inquiries that have been made to said competitive markets covering the same subject. When action is taken finally, one way or another, I will let you know. Yours very truly, A. Gassaway, Secretary."

The Goemann Grain Company (Mr. Goemann of this firm is a member of the grain committee of the Toledo Produce Exchange): "Noting your letter to the Toledo Produce Exchange in regard to bidding for No. 3 'or better' grain. For several years past we have been bidding for standard oats to the dealers in your state and have avoided bidding for No. 3 white oats or better. We note, however, that the resolutions adopted by the various state grain

dealers' associations and the Grain Dealers' National Association, requesting that card bids be made on the basis of a higher grade, are not being complied with by competitors of ours in New York City, Buffalo, Cleveland, Detroit, Peoria, Louisville, Terre Haute and other points; therefore we will have to abandon this custom and go back to bidding for No. 3 white oats 'or better' simply because we are forced to do so by our competitors, as your organization and the various state organizations have been unable to get the dealers in those markets to comply with the resolutions which have been made at your meetings for several years past.

"The strange thing to us is that dealers will go into a convention and pass resolutions advocating the bidding for grain at the higher grade, and will then deliberately turn around and sell the grain to a dealer who ignores this but who will bid a little better basis for No. 3 white oats 'or better.' This does not seem fair, and until the country grain dealers themselves show a proper spirit by protecting the firms that desire to bid in the way they have been requested to by the state associations, we do not see how any resolutions can be carried out.

"We write this in a friendly spirit and simply to explain our action in wanting to change our bids from standard oats to No. 3 white oats 'or better'; and we beg to inquire what replies have been received on this subject from the numerous buyers who bid for No. 3 'or better' grain, and what the prospects are for getting them to change their basis of bidding to conform to the resolutions. Yours very truly, the Goemann Grain Company, per Goemann."

Minneapolis Chamber of Commerce: "Our board of directors, after considering your letter of June 4, regarding the bidding for No. 3 corn 'or better,' etc., has, after conferring with the attorneys of the Chamber of Commerce, instructed the undersigned to state that it has been the policy of this Association to not undertake to interfere with private dealings of its members not made on the exchange floor, unless they reach a point where they reflect upon the good name or the spirit of this institution; and we cannot conclude, after full consideration of the matter, that any such necessity exists here, and we do not want to undertake anything that we think is

not needed under such circumstances. Yours respectfully, John G. McHugh, Secretary."

Baltimore Chamber of Commerce: "As the bids going out from this market are made on flat grades, it was deemed unnecessary for this Chamber to take action upon the resolution adopted by your Association regarding bids for certain grades of grain. Very truly yours, Jas. B. Hessong, Secretary."

Wichita Board of Trade: "The resolution adopted at your fifteenth annual convention held in Omaha, relative to omitting 'or better' in bidding for grain, was referred to our members at a meeting held Saturday, the 8th, and after much discussion was tabled. I do not think that our Board was in favor of adopting it at the present time. Yours truly, Jas. H. Sherman, Secretary."

Cleveland Chamber of Commerce: "Your letter of the 3d inst., with reference to the McCumber Bill and also yours of the 4th inst., inclosing resolutions upon the method of making bids upon certain grades of grain, are received. I have referred the resolution to the grain and hay committee of this Chamber for action. Yours very truly, Wm. E. Tousley, Asst. Secretary."

Cairo Board of Trade: "I have yours of the 4th inst., relative to the resolution adopted by the Grain Dealers' National Association at Omaha last October, and I referred same to our grain committee and will advise you in a day or so. Yours truly, Phil Barclay, Secretary."

Kansas City Board of Trade: "Your letter of the 4th inst. received and noted. In reply will say that I will place your letter before the directors at an early regular meeting. Yours very truly, E. D. Bigelow, Secretary."

#### WEIGHT CERTIFICATE RESOLUTION.

The Omaha convention also adopted the following resolution:

"Resolved, That it is the sense of this convention, and we recommend, that certificates of weight and certificates of inspection be issued as separate documents in all markets, and that all certificates of weight bear full and proper notations of the exact condition of the car at the time of unloading."

Compliance with the terms of this resolution is so universal that it would be a profligate waste of time to repeat what was said by each market.



CONVENTION HALL AT NORFOLK, VA.—SECRETARY COURCIER READING HIS ANNUAL REPORT.



**ARBITRATION.**—During the year seventy-three arbitration cases have been up for consideration. Of this number, one was dismissed under Art. 6, Section 10, Subdivision (c) of the Rules of Arbitration, which reads as follows: "When the members of the committee cannot agree upon the terms of an award, the chairman shall return all papers to the National Secretary with a signed statement of the fact and the reasons; whereupon it shall be the duty of the Secretary to return all papers, deposits, and pleadings to the proper parties." Seven were dismissed for want of jurisdiction and similar causes, nine were withdrawn, six were settled direct, three were carried up on appeal to the board of directors, and thirty-five are still on the docket. Twelve decisions were rendered by the committee on arbitration, the terms of all of which have either been complied with or appealed from according to rule.

If the work of the Grain Dealers' National Association were not in its infancy, and if the greatness of its future did not demand of us that we carefully guard against putting bad material into the foundation whose superstructure will be many years in building, we might save ourselves the unpleasantness that attends referring to the attempts that are made to defeat the real purpose of arbitration as an association bulwark. But with things as they are, our duty is plain. Some bitter things have been said about the arbitration feature, but always by some one who has found himself suddenly confronted by requirements of the rules and laws of the Association, whose observance would likely cost him something. I have yet to hear a grain dealer utter a word against arbitration, unless he had either been required to arbitrate under the compulsory rule, or been forced to comply with the terms of an award.

During the past year "want of jurisdiction," "favoritism," "official differentiation," and "nothing to arbitrate" have been given for refusing to arbitrate some cases, and in others for resigning from the Association.

Without consuming your time explaining every case in detail, I suggest that the following are some things which the Association CANNOT do and live:

It cannot recognize the courts as an intervening cause for refusing to arbitrate; it cannot, through its Secretary, play favorites in applying the rules of arbitration; it cannot do more or less for a member because that particular member happens to be an officer of the Association; and it cannot undertake to inquire into the merits of a case before deciding whether there is anything to arbitrate and whether a member shall sign a contract for arbitration.

All these things in times past have been passed upon by the board of directors, and my mentioning them here is done merely as a reminder to old members who seldom pay attention to any kind of law until tripped up, and as a pointer to new members who have not yet had opportunities to inform themselves. To the hundreds of law-abiding, peace-loving members who want to do right themselves, and accordingly give all others credit for being similarly disposed, it perhaps seems strange that mention of these things should be made upon occasions of this kind; but their surprise would give way to astonishment if they knew the sources from which such troubles emanate; and they would at once appreciate the importance of permitting no dangerous precedents to creep into the practice of rule enforcement.

**MEMBERSHIP.**—Our membership campaign has been remarkable in some ways and in others distinctly different from those of previous years. At the beginning we were handicapped by the veritable howl that went up from some few isolated quarters over the assessment which was ordered last December. More timid men would have abandoned the assessment and the membership campaign, but we fought it out, with the result that we have more affiliated members with their dues paid and more direct members with their dues paid; have done more of everything; spent more money and have more money in the bank, than was ever reported before for any other convention year or upon any other occasion similar to this. Another extraordinary feature of this campaign was the actual work done by a large number of individuals and the phenomenal showing made by a half dozen or more. In order that their work may be of permanent record in the history of the Association I will here insert the Roll of Honor: J. H. Cofer, Norfolk, Va., 25; R. A. Schuster, Chicago, Ill., 18; T. A. Morrison, Kokomo, Ind., 21; J. L. McCaull, Minneapolis, Minn., 14; John R. Marfield, Minneapolis, Minn., 11; W. S. Moore, Duluth, Minn., 11; Geo. F. Powell, St. Louis, Mo., 9; J. J. Quinn, Minneapolis, Minn., 9; Gus. F. Ewe, Minneapolis, Minn., 7; Jas. L. King, Philadelphia, Pa., 7; H. J. Rogers, Chicago, Ill., 6; W. C. Goffe, Kansas City, Mo., 6; J. E. Rahm, Kansas City, Mo., 6; J. A. A. Geidel, Pittsburgh, Pa., 6; L. W. Forbell, New York, N. Y., 6; H. D. McCord, Minneapolis, Minn., 4; John D. Baker, Jacksonville, Fla., 4; Charles England, Baltimore, Md., 4; Wallace M. Bell, Milwaukee, Wis., 3; C. C. Miles, Peoria, Ill., 3; H. M. Stratton, Milwaukee, Wis., 3; E. Bossemeyer, Jr., Superior, Neb., 3; Robert Brandt, New York, N. Y., 3; W. J. Hollingsworth, New York, N. Y., 3; G. J. Boney, Wilmington, N. C., 2; C. W. Schneider, Milwaukee, Wis., 2; B. A. Lockwood, Des Moines, Ia., 2; H. A. Rumsey, Chicago, Ill., 2; P. E. Carey, Kansas City, Mo., 2; Patrick Carter, Charleston, S. C., 2; W. E. Mereness, Jr., Milwaukee, Wis., 2; John M. Dennis, Baltimore, Md., 1; F. M. Rosekrans, Philadelphia, Pa., 1; H. P. Moeller, Des Moines, Ia., 1; Thos. R. Smith, Kansas City, Mo., 1; James A. Connor, St. Louis, Mo., 1; Nisbet Grammer, Buffalo, N. Y., 1; Frank Essex, Kansas City, Mo., 1; M. H. Potter, Milwaukee, Wis., 1; G. C. Martin, Jr., St. Louis, Mo., 1; W. A. Hottensen, Milwaukee, Wis., 1; L. A. Morcy, New York, N. Y., 1; S. R. Washer, Atchison, Kas., 1; H. F. Todd, Chi-

cago, Ill., 1; W. S. Foresman, Crawfordsville, Ind., 1; F. J. Darragh, Little Rock, Ark., 1; Charles D. Jones, Nashville, Tenn., 1; Bert A. Boyd, Indianapolis, Ind., 1; A. G. Tyng, Peoria, Ill., 1; G. W. Kruse, Milwaukee, Wis., 1; F. E. Watkins, Cleveland, Ohio, 1; O. G. Dalton, Valdosta, Ga., 1; J. W. McCord, Columbus, Ohio, 1; E. M. Wayne, Delavan, Ill., 1; F. S. Douglas, Minneapolis, Minn., 1; A. F. Leonhardt, New Orleans, La., 1; A. S. Dumont, Detroit, Mich., 1; W. P. Devereux, Minneapolis, Minn., 1; Secretary Courcier, 33 (the Secretary's name appearing in the list simply to show the total number of new members secured).

Reported at fifteenth annual meeting..... 576  
Enrolled ..... 251

Total ..... 827  
Transferred, out of business, resigned..... 98

Net direct..... 729  
Affiliated reported fifteenth annual meeting....1,031  
Enrolled ..... 225

Total affiliated.....1,256  
Total membership.....1,985

#### FINANCIAL STATEMENT FOR CONVENTION YEAR, 1911-1912.

##### RECEIPTS.

Cash on hand last report.....\$ 1,020.11  
Direct dues..... 7,072.50  
Affiliated dues..... 1,128.67  
Arbitration deposits..... 365.00  
Sundries ..... 788.00  
"Who Is Who"..... 3,151.00  
Membership ..... 3,682.50  
Assessments ..... 3,300.00  
Legislation ..... 2,328.30

Total receipts.....\$22,836.08

##### EXPENDITURES.

Postage .....\$ 628.70  
Salary account..... 7,378.00  
Arbitration committee expense..... 30.00  
Rent ..... 390.00  
Office supplies..... 645.70  
Secretary's traveling expenses..... 1,299.56  
Express and telegrams..... 314.94  
Refund arbitration deposit fees..... 240.00  
Delegate expense..... 78.83  
Sundries ..... 1,235.31  
General printing..... 761.99  
"Who Is Who"..... 3,245.84  
Legislative ..... 2,317.07

Total disbursements.....\$18,565.84  
Balance in bank and on hand.....\$ 4,270.24  
\$22,836.08

##### CASH.

In bank.....\$5,781.31  
On hand..... 27.00  
Checks not in..... 1,538.07  
Balance in bank and on hand.....\$ 4,270.24

On motion of Mr. McCord that portion of it properly coming before the auditing committee was referred to that committee, and the remainder received and placed on file.

##### REPORT OF EXECUTIVE COMMITTEE.

**THE PRESIDENT:** We will now have the report of the Executive Committee, J. W. McCord, Chairman. Mr. McCord read the report, as follows:

With the exception of the consideration of a few details of minor importance, the committee has not had before it during the past year the consideration of any important matters that have not been promptly presented by the secretary to the whole board of directors for action.

The very interesting detailed report of the secretary which has already been submitted has entirely covered all the data which would otherwise be contained in our report, so that we will not impose on your time by repeating the details submitted in his report.

We wish to commend the practice that has obtained for several years whereby the whole board of directors have been enabled by the clear and explicit information submitted promptly by the Secretary to act as a committee of the whole in all important matters connected with the work of the Association. This practice has had the effect to keep the entire directory in the closest possible touch with the affairs of the Association.

On motion of Mr. Leonhardt of New Orleans the report was adopted.

##### REPORT OF MEMBERSHIP COMMITTEE.

**THE PRESIDENT:** The chairman of the finance committee, Mr. John J. Stream, is not in the city. He will be here tomorrow, I believe, and we will have his report at that time. Mr. Beatty, chairman of the membership committee, is ill, but his report is here and I will ask the Secretary to kindly read it.

The Secretary read the report as follows:

Little opportunity has been given the membership committee to distinguish itself this year because of the splendid campaign made by the Secretary, his assistant and a host of loyal members. It is gratifying to observe that the grain trade is each year becoming more and more alive to the importance of the National Association. A few years ago it was much more difficult to secure new members than it is today, and this change in the atti-

tude of the trade is due to the recognition on the part of grain dealers generally of the absolute necessity of an organization to represent them at Washington when legislation is proposed that is inimical to their interests.

It is now conceded by every dealer, whether a member or non-member of the Association, that a great field exists for an organization national in its scope. That the Grain Dealers' National Association is filling this field, and filling it ably, is beginning to be apparent to even those who have shown only apathy in the past. The great victory of the Association in its controversy with Dr. Wiley over the latter's interpretation of the pure food law has opened their eyes.

It was to be expected that the membership campaign this year would be a success, because of the splendid work of the legislative and other committees of the Association; but few members were so sanguine as to think it would result so triumphantly. All records for accessions to the organization were broken. This speaks volumes for the influence the Association is wielding among non-members. So well has the work of the Association become known among all grain dealers that in many cases little persuasion is needed to induce non-members to join the organization and support it in its endeavor to maintain and better conditions in the trade.

This great growth in the popularity of the Association leads me to believe that the time is coming when the grain dealers outside the Association will not have to be solicited to join, but will, on their own volition, seek membership in the organization.

And why should they not? If the Association continues in the future to be as great a power for good as it has in the past, how can a progressive grain dealer afford to remain outside its ranks?

There was a membership campaign this year in practically every terminal market in the country, and in each case the canvass was eminently successful. Minneapolis led with 47 new members. Then came Chicago with 26, Kansas City with 16, Duluth 11, New York 11, St. Louis 10, Philadelphia 8, Milwaukee 7, Pittsburgh 6, Baltimore 4, Roanoke 4, a total of 150 in eleven markets. Added to this number were more than 100 members secured in the smaller markets and in the country.

It is pleasing to note with what interest the members joined in the campaign for an increased membership. By publishing a roll of honor list in "Who Is Who In the Grain Trade" the members were enabled to keep track of the progress of the canvass and to observe the activities of the workers who deserve the thanks of the entire membership for the willingness they showed to help along the good work. When busy grain dealers do not hesitate to sacrifice their time and energy to solicit new members it is manifest that their deepest sympathy is in the work of the organization.

This is only as it should be; for, after all, when they are laboring for the Association, they are incidentally working for themselves.

On motion of Mr. McCord, the report was adopted.

##### VALUE OF TRADING IN FUTURES.

**THE PRESIDENT:** "Reasons Why the Farmer Should Be Opposed to Anti-Future Legislation," a paper, John G. McHugh, secretary of the Chamber of Commerce of Minneapolis.

Mr. McHUGH rose amid applause and said:

Mr. Chairman and gentlemen of the convention: One problem confronts the grain trade prominently, and is always with us; and this same problem is with every other large business interest—the railroads, the banks, and every other great industry has this everlasting problem, and that is the problem of adverse legislation. Now, among the phases that adverse legislation takes, affecting the grain trade, is legislation that affects trading in futures. This trading in futures is something that affects every branch of the grain trade, and not merely the recognized grain exchanges; its effect is too far reaching as to involve a number and a great variety of interests.

The board of directors of the Minneapolis Chamber of Commerce, or the members thereof, have instructed me to appear before you today and present the matter of the interest which the farmer should have in the bill that will be no doubt introduced in Washington. As has been stated by the Secretary, the Grain Dealers' National Association, while a very important body, is still in its infancy, although a very widespread recognition of its importance is growing throughout the country. The fact that forty-seven members of the Chamber of Commerce of Minneapolis joined the National Association this year is sufficient proof of the recognition on the part of the members of the importance of this organization.

It is important not only by virtue of the membership it actually possesses, both active and associate, but the Grain Dealers' National Association is important by virtue of the fact that it is the organization that speaks for the grain trade throughout the country. The Chamber of Commerce of Minneapolis is one of the leading grain exchanges, but it recognizes—and this was demonstrated very plainly—that there was no organization whose voice was heard so promptly at Washington as the voice of the Grain Dealers' National Association. The members of the Chamber of Commerce at Minneapolis, including some of the ablest men we have, reported on their return to Minneapolis from the meeting in Washington that no other interest in Washington carried anything like the weight that was carried by the representatives of this organization. [Applause.] I was not present at Washington at that time, and I was unusually interested in the report made to the board of directors of the Chamber of Commerce by



the representatives that were sent to Washington. Their report was this, that the Grain Dealers' National Association had reached the point and had become so representative of the entire grain interests that the legislators at Washington, while they might turn a deaf ear to the recommendations of the Chamber of Commerce of Minneapolis, or of the Board of Trade of Chicago, or of any other grain exchange, paid very close attention to the recommendations of this organization. I believe the membership of this organization hardly appreciates how tremendous this organization has become or will become; and the record in the past year of growth in membership is a mere beginning. As has been stated, this effort must be pushed on without let-up until a vast number of country grain dealers shall have become members.

But the proposition I mean to present here consists in this: Recognizing, as these men have reported, that this organization possesses the power of securing the ear of the legislators at Washington, and recognizing they too are interested in all adverse legislation having to do with futures, I was instructed to prepare an article setting forth the position of the farmer as it had to do with future trading and with the anti-futures legislation at Washington. I was instructed to come before this body and present this article in the hope that this organization might see fit to have it circularized to the various farmer publications and the farmer organizations, recognizing the fact that where the Chamber of Commerce of Minneapolis, or any other grain exchange, might not receive the recognition it might be entitled to, this matter, coming from this organization, would receive attention, where it might not receive attention when sent out directly by any grain exchange.

Now, the fact that future trading takes place on grain exchanges does not in any manner mean they are especially or peculiarly interested in future trading. They do not begin to be as vitally affected as the producer of grain; nevertheless the legislature is liable to consider the arguments presented by grain exchanges against anti-future legislation as arguments tinged with self-interest and think that the reason we are fighting anti-future legislation is not because the legislators have the welfare of the nation at heart, but solely for their own purposes. That belief makes it difficult for recognized grain exchanges to bring home to various interests the importance of opposition to anti-future legislation. So this article which I will present to you here, and which is brief, because not only will its brevity favor its being read but because the subject does not need an elaborate argument. [The paper follows:]

#### WHY A FARMER SHOULD OPPOSE LEGISLATION PROHIBITING OR LIMITING TRADING IN GRAIN FOR FUTURE DELIVERY.

The proposed anti-futures legislation, as represented by the various bills introduced in Congress at Washington, would seriously affect adversely many important interests, but none to a greater extent or more adversely than the producer of grain and other farm products. Most, if not all, of the other interests adversely affected might in some degree be wider margins of profits, readjust their business in accordance with the new order of things which would exist if the trading in futures in grain were prohibited or hampered in any way. But it is upon the producer of grain that the greatest loss would ultimately fall, and against which he would be unable to defend himself. Of course, whatever cause reduces the prosperity of the farmer also affects the country merchant and banker, wholesaler and manufacturer, railroads and many other interests.

The first matter which should interest the producer of grain is the efficiency of the machinery by means of which his grain, etc., is transferred to the consumer. The more efficient the machinery, the less the charge made against the producer for this service. On the other hand, if the machinery and methods used in transferring the grain or other farm products from the producer to the consumer are crude, a higher charge will necessarily be taken.

One important fact which must be taken into account by every individual connected with the handling and transfer of grain from the producer to the consumer is the speculative risk of loss through a fall in the price. Selling for future delivery in the various grain exchanges furnishes an opportunity to those engaged in handling the grain to protect themselves against this speculative risk and enables the farmer elevator company, the independent country grain dealer, the line elevator company, the flour miller, the linseed crusher and others, to do business with safety and security through hedging their cash purchases by sales for future delivery. Since wheat, oats, corn and flax, which can be sold for future delivery, can be handled with a very great degree of safety, they are handled at a very narrow margin of profit, which is of course directly to the interest of the producer. Barley, for instance, which cannot be sold for future delivery, cannot be handled with the same degree of security, and therefore a much wider margin of profit must be taken by every individual through whose hands the barley passes than is the case with wheat, since every individual handling barley must himself assume the speculative risk connected with the ownership of grain of any other property. In other words, only that class of farm products which can be sold for future delivery can be and is handled at a narrow margin of profit; and the opportunity to sell for future delivery is the feature of the various grain exchanges, and the only feature, which makes possible this narrow margin of profit.

The so-called Kyle Commission, appointed by the National government at Washington to investigate the methods and conditions surrounding the marketing of farm products, goes on record in favor of

future trading as being directly in the interests of the producer. The Kyle Commission strictly represented the producer; and its appointment was for the purpose of studying the conditions surrounding the marketing of every class of farm products, with a view to suggesting legislation which would improve these conditions. The Commission pointed out that the difference between the price received by the producer and the price paid by the consumer in every other class of farm produce than grain was many times larger than was the case with that class of farm produce which could be sold for future delivery. Should future trading in wheat, oats, corn and flax be destroyed or limited by legislation, all of these would have to be purchased upon the wide margin of profit which is now necessary in the purchase of barley, potatoes, etc.

The producer finds it convenient, and in fact necessary, to market the greater portion of his grain and other products in the fall and within a few months after the harvest. Extensive credit is extended by the manufacturers and wholesalers to the country merchant, who in turn extends the same credit to the producer during the greater portion of the year in the expectation and with the general understanding that the accounts will be liquidated with reasonable promptness after the crop is harvested.

The second thing, therefore, that the farmer is especially interested in is that the marketing of his



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grain in this manner shall not unduly depress the price thereof. In other words, the producer naturally desires that the market price at the time he is marketing the bulk of his crop shall be as high as the total crop produced will justify, taking into consideration the total demand during the entire year; and this result can only be produced by permitting the trading in futures by speculators. During the heavy movement of the crop in the fall, when the receipts are much larger than the actual consumptive demand, the price would naturally fall to very low levels were it not for the speculator. The speculator, estimating the total supply, and also considering the demand many months in advance, purchases the surplus offered, above the actual immediate needs, for future delivery, and thus prevents severe declines in the price. The speculators in the pit are in fact a very important and useful class of men to the producer. Whenever the milling interests seem unwilling to pay what in the judgment of the speculator should be the market value for grain, the speculator steps in and purchases for future delivery, with the result that it is practically impossible at any time in the year—even during the heavy movement of the crop—for the regular buying interests to secure their requirements without paying the full market value therefor, as the speculator always stands ready to buy whenever in his judgment the price is slightly lower than the future demand justifies.

Future trading is, in fact, one of the most useful features of grain exchanges. Through the opportunity to sell for future delivery, the farmer elevator company and country shipper are able to secure their profit and avoid loss through a fall in the price. The operator of a terminal elevator is also able to purchase the grain from a farmer elevator company and protect himself against loss through a fall in the price by hedging it by a sale for future delivery until he can sell the wheat to a miller. The miller can also protect himself from loss by hedging for future delivery until he can sell his flour to a baker. This opportunity to hedge wheat through sales for future delivery not only enables all of these individuals engaged in handling the grain to handle the same on an exceedingly narrow margin, but it also enables them to borrow the money needed at a reasonable rate of interest, because the

bankers feel a greater degree of security in lending money to buy grain that can be hedged than is the case with grain or farm produce that cannot be hedged. If future trading were destroyed, every individual handling grain would find it necessary to take much larger margins of profit to justify the speculative risk and in addition would also have to take into account the increased interest charge.

The opportunity to sell for future delivery introduces a great degree of security into the grain trade, and makes it possible for a large number of individuals with small capital to engage in this line of business. This naturally increases the competition, which is for the interest of the producer, and still further reduces the margin of profit upon the grain.

If future trading were destroyed, the grain trade would tend to fall into the hands of a limited number of large interests whose financial resources would enable them to secure money from the banks at reasonable rates of interest and whose operations were on a sufficiently large scale to enable them to protect themselves in some degree against the speculative risk. Farmer elevator companies and country grain dealers with limited capital would find it much more difficult to secure the money necessary to handle the grain, and in many cases find it impossible to continue in business. Should the price of grain, through the absence of the speculator, be very low in the fall during the time when the crop is being marketed, the purchasing power of the producer should be greatly reduced, which would affect very seriously the country merchant and through him the manufacturer, wholesaler, banker, etc.

If the farmer appreciates his own best interests, he should strive not only to prevent any legislation which will destroy or interfere with future trading at present, but on the other hand he should favor legislation which would encourage future trading in every other class of farm products.

In Germany some years ago, future trading was forbidden for some years. During this time the producer suffered very severely as result of the much smaller price paid by the dealer for grain, owing to the great uncertainty in values which was necessarily connected with the grain trade during the time when future trading was forbidden. After a few years' experience, future trading was again restored, as it had been demonstrated that this method and this method only made it possible for the grain dealer to handle grain on a narrow margin.

The farmers and producers of this country should awake to the fact that the anti-future legislation now being introduced at Washington is a direct blow at their prosperity and that they are affected by it more directly and adversely than any other interest. The farmer elevator company, the country grain dealer, the country merchant, the country banker, the wholesaler and manufacturer would all suffer, but the greatest loss would unquestionably fall upon the producer himself; and unless this is to take place, the producer must impress upon his representatives in Congress at Washington that the farmers of this country recognize the fact that trading in futures in the grain exchanges is directly to their interest and that they are strongly opposed to any legislation which would destroy or limit future trading.

[Concluding the reading Mr. McHugh added:] All adverse legislation, as a rule, arises through the fact that no branch of any trade is perfect. The legislation which is at all times being introduced, adverse to the railroads, is due to errors and mistakes made by the railroads in their management. The grain trade has not reached perfection in its operation. There are in the grain trade problems to be solved, which will be solved; but the mere fact that there are problems to be solved, that certain markets are manipulated in some manner, that at times a number of individuals with small capital and no knowledge engage in speculative enterprise and lose their money—while these things are unfortunate, that is no reason for setting the clock back; there is no reason, because of the fact that imperfections may be found in the grain trade, why the clocks should be set back.

So it is for that reason, by instruction of the Chamber of Commerce and its directors, this article is prepared and presented to you. [Applause.]

MR. WESTBROOK, of Omaha: I move that the Secretary of the Association be instructed to print and forward a copy of the address entitled, "Reasons Why the Farmer Should Be Opposed to Anti-Future Legislation," to all the leading agricultural papers of the country, with the request that same be published by them, and that a copy be sent to the Secretary and officers of the farmers' organizations with the request that these organizations adopt resolutions condemning the proposed anti-future legislation.

The motion was unanimously carried.

#### STATUS OF BILL OF LADING LEGISLATION.

THE PRESIDENT: The next on the program is the report of the bill of lading committee. We will now hear Charles England, Chairman, of Baltimore. Mr. England read the report as follows:

Since your last meeting there has been substantial and satisfactory progress in the bill of lading matter in Congress, the Senate having on August 21 passed Bill S. 957, relating to bills of lading, known as the Pomeroy Bill.

The Senate committee on interstate commerce had previously heard hearings and discussed the



bill of lading matter. These hearings were largely attended by representatives of the commercial and banking interests, also the American Bar Association, all favoring the principles of the Pomerene bill. The carriers were also represented, and, generally speaking, opposed any legislation the object of which was to make them fully responsible for merchandise entrusted to their care for the transportation on which full rates are paid, or for the acts of themselves, or their agents, in connection therewith. The Senate committee had before it the Clapp-Stevens bill, which passed the House of Representatives in the last Congress as the Stevens bill, and the bill introduced by Senator Pomerene, the authorship of which was disclaimed by him, it being in fact the measure prepared by Professor Williston of Harvard, for the American Bar Association, and adopted by it, also the American Bankers' Association. This measure, with the exception of slight changes to make it conform to constitutional requirements, had been passed by the legislatures of Connecticut, Illinois, Iowa, Massachusetts, Maryland, Michigan, New York, Ohio, Pennsylvania and Louisiana. It was while presiding officer of the senate of the Ohio legislature when it passed this measure, that Senator Pomerene became familiar with its terms and impressed with the importance of legislation of this character, and his efforts in the United States were most availing.

The Pomerene bill is the most comprehensive and reasonable legislation on the bill of lading matter ever proposed in Congress, and it may be said in fact the first positive action of the Senate, the House of Representatives having passed measures which failed in the Senate.

The Chairman of your bill of lading committee attended the hearings in Washington on February 16 and 17 and March 1, 2 and 15. In addition Mr. Henry L. Goemann of Toledo, at the hearing on March 15, made a strong argument in behalf of the Grain Dealers' National Association, reciting the effect upon the small shipper of present conditions. Mr. A. E. Reynolds, Chairman of your legislative committee, sent a communication to the Senate committee favoring in connection with the uniform bill of lading a requirement that carriers furnish weighmasters to weigh grain when loaded into cars.

Among other things, the Pomerene bill provides—  
Section 2. That a carrier shall be liable to any person injured thereby for the damage caused by a bill of lading not being drawn in accordance with the provisions of the Act.

Section 3. The carrier may insert in a bill other terms and conditions provided they are not contrary to law or public policy.

Section 5. Any provision on an order bill of lading that it is non-negotiable shall not affect its negotiability within the meaning of the Act.

Section 6. If bills of lading are issued in sets, the carrier issuing them shall be liable for failure to deliver the goods described therein to any one who purchases a part for value in good faith, even though the purchase be after the delivery of the goods by the carrier to a holder of one of the other parts.

Section 7. That when more than one bill of lading is issued for the same goods the word "duplicate" shall be plainly written on each bill except the first issued, and a carrier shall be liable for the damage caused by failure to do to any one who has purchased the bill for value in good faith as an original, even though the purchase be after the delivery of the goods by the carrier to the holder of the original bill.

Section 8. That a straight bill shall have placed plainly upon its face by the carrier issuing it "non-negotiable" or "not negotiable."

Section 9. That the insertion in an order bill of the name of a person to be notified of the arrival of the goods shall not limit the negotiability of the bill or constitute notice to a purchaser thereof of any rights or equities of such person in the goods.

Section 10. That except as otherwise provided, where a consignor receives a bill and makes no objection to its terms or conditions at the time he receives it, neither the consignor nor any other person who accepts delivery of the goods shall be allowed to deny that he is bound by such terms and conditions, so far as they are not contrary to law or public policy.

Section 16. That any alteration, addition or erasure on a bill after it is issued, without authority from the carriers issuing the same, either in writing or noted on the bill, shall be found, and the bill shall be enforceable according to its original tenor.

Section 17. That when an order bill has been lost or destroyed, a court of competent jurisdiction may order the delivery of the goods upon satisfactory proof of such loss or destruction, and upon the giving of a bond approved by the court. The delivery of the goods under an order of the court, however, shall not relieve the carrier from liability to a person to whom the order bill has been or shall be negotiated.

Section 23. That when goods are loaded by a carrier such carrier shall count the packages of goods, if package freight, and ascertain the kind and quantity, if bulk freight, and such carrier shall not in such cases insert in the bill of lading "shipper's load and count."

Section 24. That when goods are loaded by a shipper at a place where the carrier maintains an agency, such carrier shall on written request of such shipper, and when given a reasonable opportunity by the shipper so to do, count the packages of goods, if package freight, and ascertain the kind and quantity, if bulk freight, within a reasonable time after such written request; and such carrier shall not, in such cases, insert in the bill of lading "shipper's load and count." If so inserted, said words shall be treated as null and void.

Section 25. That if a bill of lading has been issued by a carrier or on his behalf by an agent or

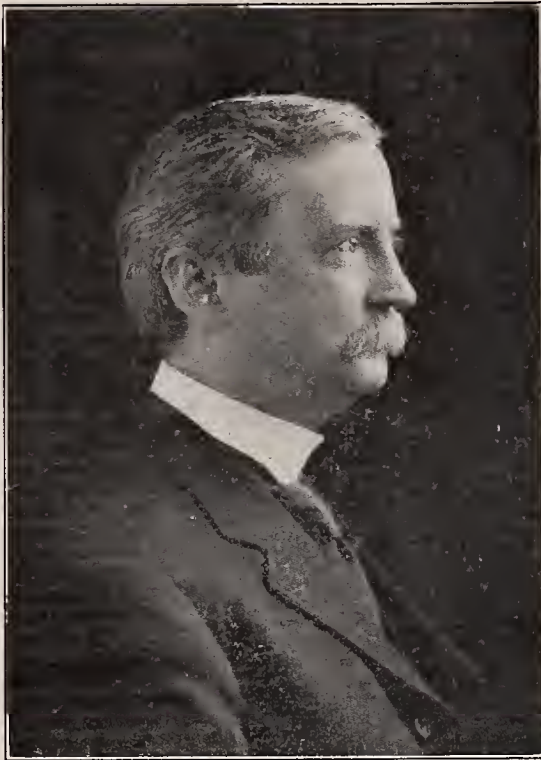
employee the scope of whose actual or apparent authority includes the issuing of bills of lading, the carrier shall be liable (a) to the consignee named in a straight bill or (b) the holder of an order bill, who has given value in good faith, relying upon a description therein of the goods for damages caused by nonreceipt by the carrier of all or part of the goods, or their failure to correspond with a description thereof in the bill of lading.

Section 31. That an order bill may be negotiated by the indorsement of the person to whose order the goods are deliverable by the tenor of the bill. Such indorsement may be in blank or to a specified person. Subsequent negotiation may be made in like manner.

Section 32. That a bill may be transferred by the holder by delivery accompanied with an agreement, expressed or implied, to transfer the title to the bill, or to the goods represented thereby. A straight bill cannot be negotiated and indorsement of such a bill gives the transferee no additional right.

Section 33. That an order bill may be negotiated by any person in possession of same, however such possession may have been acquired.

Section 34. That a person to whom an order bill has been duly negotiated acquires thereby (a) such title to the goods as the person negotiating the bill to him had, or had ability to convey to a purchaser in good faith or value; (b) the direct obligation of the carrier to hold possession of the goods for him



CHARLES ENGLAND.

according to the terms of the bill as fully as if the carrier had contracted directly with him.

Section 37. That where a person negotiates or transfers for value a bill by indorsement or delivery, unless a contrary intention appears, warrants (a) that the bill is genuine; (b) that he has a legal right to transfer it; (c) that he has knowledge of no fact which would impair the validity or worth of the bill; (d) that he has a right to transfer the title to the goods, and that the goods are merchantable or fit for a particular purpose whenever such warranties would have been implied if the contract of the parties had been to transfer without a bill the goods represented thereby.

Section 38. The indorsement of a bill shall not make the indorser liable for any failure on the part of the carrier, or previous indorser of the bill, to fulfill their respective obligations.

Section 44. That any person who knowingly, or with intent to defraud, falsely makes, alters, forges, counterfeits, prints or photographs any bill of lading, or with like intent utters or publishes as true and genuine any such falsely altered, forged, or counterfeit bill of lading \* \* \* shall be guilty of a misdemeanor, and upon conviction shall be punished for each offense by imprisonment not exceeding five years, or by a fine not exceeding \$5,000 or both.

The Pomerene bill, in addition to the indorsement of the commercial interests, has also that of the American Bankers' Association and the American Bar Association, all of which interests were represented at the hearings and urged its adoption. This bill, therefore, having the indorsement of the banking interests, bills of lading issued thereunder may be safely regarded as acceptable to the banks when attached to drafts for the purpose of advances, or collateral for loans. Having the indorsement of the American Bar Association, it is confidently regarded that it has met all constitutional and legal requirements. Therefore, this organization should concentrate its efforts within the short time between the meeting of Congress in December and its final adjournment on March 4, 1913, for early action by the House of Representatives upon this measure, in order that it might not fall dead upon the calendar at the close of Congress.

The Grain Dealers' National Association has from time to time indorsed various measures introduced in Congress for the perfection of the bill of lading and the adoption of a code relating to the same. These measures have been indorsed because they had more or less merit. None of these,

however, has received the careful consideration of the commercial, financial and legal interests of this country as has the Pomerene bill, which is regarded by all as a safe and reasonable measure.

The practically unanimous contention of the carriers of their lack of responsibility under present conditions, and the emphasis given to this contention by the representatives of the carriers at the hearing before the Senate committee practically serves notice upon all interests of the carriers' claims that they are not fully liable under the present bill of lading and laws relating thereto. This fact should serve as a strong incentive for energetic work during the coming session of Congress. The belief has frequently been expressed by patrons of the railroads that they are subject to the mistakes and acts of inefficient railroad employees. At one of the hearings before the Senate committee eminent counsel, who stated that he represented a railroad company which operates lines about seven thousand miles in length, and likewise represented the majority sentiment of about one hundred thousand miles of railroad, which in turn was represented by an advisory committee of which he was a member, in reply to a question of a Senator, a member of the committee, in regard to the responsibility of a bank cashier and that of a railroad agent, stated:

"The cashier is chosen because of his intelligence and because of his integrity and because of his responsibility, and he is one man. He is right under the direction and control of the board of directors and of the president all the time. He is a man chosen because of his power to do those things, and because of his character and ability is selected as a safeguard against it. Now, that is a very different situation in practice from where a railroad company has from 1,500 to 2,000 agents scattered all over the country at low rates of pay—the best that can be given being low. They are men of different character, men in respect of whom there can not be supervision, whose transactions are not subject to every-day inspection, but where days must elapse before the manager of a railroad company can come in contact with what they are doing and become conversant with it."

It is, therefore, plain to be seen that the carriers would make the shippers and the banks, or a bona fide holder of a bill of lading, whoever he may be, responsible for the acts of their agents, employed, as stated, "at low rates of pay," and with this fact clearly in your minds, you cannot afford to relax any effort for the passage of the Pomerene bill in the House of Representatives at the coming session of Congress. This is a matter of great general importance, because it was stated at the Senate hearings that there was transported annually \$25,000,000,000 of commerce, and that advances were made upon bills of lading to the extent of \$5,000,000,000 annually.

During the years of earnest work by those favoring bill of lading reform, there has been a steady gain in the numbers of those advocating it. Discussion brought light upon the subject, and as the business interests slowly but strongly became convinced of the absolute risk of doing business with a bill of lading which was only a means whereby the carriers might escape every liability, the once strong position of the carriers has gradually given away, and they now must realize that there will be enacted proper and reasonable legislation, which will guarantee to their patrons rights which there should have been no attempt to deprive them of. This work has been slow, and often discouraging; but at last there is a sentiment in Congress that the demands of the business interests are reasonable, and a greater inclination to afford the relief asked.

Mr. President, this Association at the Des Moines meeting in 1901 took up this subject of the bill of lading and were practically the pioneers in this work. In those days you were handling non-descript bills of lading of all forms and character, and there has been a great improvement in that respect. The Pomerene bill has been passed by the Senate, and if it does not pass the House of Representatives before the 4th of March, this work must all be done over again; and it seems to me it is time for every member of this Association to work hard with his representative in Congress. A man who goes to Congress to serve perhaps a second term doesn't pay very much attention to a delegation that goes down there. They listen to them; think may be they come there on a jaunt; they give them very respectful attention, perhaps, but what we say doesn't go very deep. The effective work must be done in your own State and with your own representative, and this work ought to be done between now and the 4th of next March. [Applause.]

In addition to this I have a resolution which I would like to read, and leave to you to be acted upon when it may seem opportune.

Whereas, (1) American commerce, trade and transportation have outgrown State lines and are largely today both national and international; and

(2) Bills of lading have by universal custom and usage of merchants, traders and dealers become necessary instruments of interstate and international commerce; and

(3) Bills of lading are now largely subject to the conflicting decisions and statutes of 48 States, and trade and commerce are suffering from many defects therein and lack of uniformity and uncertainty resulting therefrom; and

(4) Bills of lading should, in a most comprehensive manner, be subject to but one law and freed from the conflicting statutes and decisions of 48 States; and



(5) Stevens House Bills 4726 and 17935 cover interstate commerce only and do not cover foreign commerce and cover bills of lading only in a few particulars and were drawn to correct certain evils which particularly affected bankers only, but in all other respects leave such bills of lading to the conflicting decisions and statutes of 48 States; and

(6) Adamson House Bills 12806 and 22267 are absolutely obnoxious to the shipping interests of this country; and

(7) Senate Bill 957 (Pomerene substitute) which unanimously passed the United States Senate does by one set of comprehensive rules deal broadly with the whole subject and regulates bills of lading both in interstate and foreign commerce and frees them from the conflicting statutes and decisions of 48 States and the many defects and imperfections therein; now, therefore, be it

Resolved, By the Grain Dealers' National Association, as follows:

(1) That the Grain Dealers' National Association disapproves Stevens House Bills 4726 and 17935 and Adamson House Bills 12806 and 22267; and

(2) That the Grain Dealers' National Association heartily indorses and approves Senate Bill 957 (Pomerene substitute) as the same passed the United States Senate unanimously August 21, 1912, and requests the members of the House committee on interstate and foreign commerce to promptly report out the same favorably to the House so that the same may be acted upon at the third session of the 62d Congress, to be begun in Washington, D. C., on the first Monday in December, 1912, and that the House of Representatives be requested to pass said bill at said third session of said 62d Congress; and

(3) That the Secretary of the Grain Dealers' National Association send copies of these resolutions to each member of the House committee on interstate and foreign commerce and each member of the House of Representatives.

I offer that resolution.

MR. J. L. KING, of Philadelphia: I move that the report be received and the resolution adopted.

The motion was seconded.

MR. LEGG: I feel that I am an interloper, but I am rising for a point of information. I believe there is a point in this bill that I think should be remedied, and I think this can be accomplished by a simple amendment. Section 3 provides that a carrier may insert in a bill issued by him any other terms and conditions, providing such terms and conditions shall not be contrary to law and public policy. Section 6 of our old uniform bill of lading reads: "In case of loss or damage the invoice price at the time and place of shipment" shall control the measure of damages you recover from the carrier. Now, there is a fair measure of damages you receive with any commodity except a speculative one; but I feel it is unfair in a speculative commodity such as grain. Leaving Section 3 in its present shape leaves the question open as to whether the carriers, in placing such restriction upon their liability, are or are not inserting something contrary to law and public policy, and that question would have to be determined in a court in the jurisdiction in which the question arose. In our own state we brought to a successful issue in the lower courts of Illinois that particular provision; and the court held with us that it was a change in the common law measure of liability, and fixed the value of the damage to the commodity as the price at the time and place of destination instead of as the price at the time and place of shipment. So it occurs to me the grain interests of this country are particularly interested in getting some provision in there which will not permit the carrier to change the common law measure of damages which is fixed at the time and place of damage, unless added consideration is given to them. The point taken by the carriers, in arguing the legislation of their own section, is that it is no change in the common law measure of damages; it is merely an agreement upon a price which will measure the return in case of loss or damage. That is true in the case of any commodity that is not speculative in its nature, but when a commodity, such as grain, may rise as much as ten cents in the time consumed in transportation between Kansas City and Chicago, I believe any general provision which may appear applicable to other commodities is not applicable to grain. I want to suggest, inasmuch as it is necessary to take this bill and no other, this amendment. I have given this no especial thought, but this occurs to me: "Provided further, however, that no change in the measure of damages allowed at common law shall be permitted except upon the granting of adequate consideration by the carrier." I believe that will secure all the privileges and give the grain dealer, who is the shipper of a very peculiar commodity, all the security he needs.

MR. ENGLAND: This bill which passed the Senate is a code. It doesn't deal with the form of the bill of lading. The provision which the gentleman objects to is a provision in the bill of lading. Congress has passed a law which gives ample power to the Interstate Commerce Commission to prescribe a form of bill of lading that is suitable. There is nothing in this Pomerene bill which refers to the form of the bill of lading; it is a law governing bills of lading.

That question was threshed out at Washington, and the very point the gentleman has referred to was raised, and it was not considered germane to this bill. If Congress passes this bill as a law, then

these objections can be laid before the Interstate Commerce Commission.

MR. LEGG: If the Interstate Commerce Commission has a bill of lading submitted to it, upon what source are they going to rely for a decision of whether a railroad carrier can absolve itself from the consequence of its own negligence, when the law is split up into a half dozen different decisions, the Supreme Court of the U. S. following one rule, and other courts following others? They have only a general rule in that bill of lading—"if it be contrary to law or public policy." Now, with a provision of that kind I would like to see how you can tell what provision is going to be provided. This very provision I spoke of has been approved in some states



E. P. PECK,  
First Vice-President.



GEO. F. POWELL,  
Second Vice-President.

and disapproved in others. How would the Interstate Commerce Commission determine what was contrary to law or public policy, except after the bill of lading which they approved went before some court of superior authority and was decided?

MR. ENGLAND: There have been conflicting decisions in various states on that point. That is a matter of law. Now, the representative of the American Bar Association did not consider it proper to put these matters in a code they were getting Congress to pass. That was a matter that pertained more to the form of the bill of lading. The ordinary form of bill of lading starts out: "Received from John Doe the following packages subject to classification." Now, it is in this classification and in the form of the bill of lading, in the opinion of those who advocate this legislation, that this must be included. I feel sure if this short session of Congress, with all the business they have before them, would attempt to amend this measure, it would be fatal to it. I think by all means we should use our efforts to get it through as it is. Then, after this bill is operative, if there are any defects in it,

it can from time to time be corrected very much easier than to select a new code.

MR. KING: I made the motion to adopt the report, and am thoroughly in accord with what Mr. England has said with reference to what this bill did cover; but it seems to me it would be well to follow out the suggestion of the gentleman on the right. We in the East, Philadelphia, are very much affected by this rule which has been laid down by the railroads, and it seems to me the rights of the grain trade will not be protected unless in the enactment of this law we see there is some provision made similar to that suggested by Mr. Legg. If this bill of lading committee could thresh this matter out, I would like to see that amendment which the gentleman has suggested incorporated in the bill. I think the stenographer got the suggested amendment, and I would like to see that referred to the committee as a suggestion of the wishes of this Association, so that some stipulation could be made therein governing the action of carriers with reference to the adjustment of claims—the price we are to get in settlement for claims. As it is now, we are forced to take what somebody else would pay at the point of shipment, no matter if the shipment has changed hands a dozen times and the price changed as often.

MR. GRIMES: This committee has given this subject a great deal of thought and work. There is no doubt of the ability of the members of the committee to handle the matter; and they deem it wise not to interfere in any manner with the bill as it is now drawn for fear it will jeopardize it.

MR. ENGLAND: Mr. James, chairman of the Committee on Commercial Law of the American Bar Association, is here as a delegate from the Cincinnati Chamber of Commerce. He has done valiant work in favor of this measure, and I would like to have him say a word.

MR. LEGG: For the information of the convention I would like to say that I represent nobody; that in making this suggestion I am expressing my own sentiments; and I made it as a suggestion for our good without any idea of interfering with your work.

MR. JAMES, chairman of the Committee on Commercial Law of the American Bar Association, called upon, said:

Mr. Chairman and Gentlemen of the Grain Dealers' National Association: I want to preface what I have to say in response to the suggestion of Mr. Legg, that I served seven years as chairman of the Committee on Commercial Law of the Commission on Uniform State Laws in National Conference, and for four years we have worked over the subject of bills of lading; held five or six public meetings at which all commercial interests of this country, including carriers, brokers, shippers and receivers of freight, were invited to be and were present. I have lived through this legislation in Congress and have carefully watched the matter, and know what is now confronting us. Mr. Legg's suggestion arises from a misapprehension entertained by many as to what this bill is. This is an Act to regulate bills of lading as instruments of commerce and credit, and is not a law upon the general subject of common carriers. The confusion arises from the fact that the ten conditions on the back of the uniform bill of lading are limitations on common carriers' common law liability only, and have nothing to do with them as instruments of credit and interstate commerce. Keeping that distinction in mind, there will logically follow the conclusion I wish to state to you.

The first section of the bill provides that bills of lading, issued by a common carrier for the transportation of goods from one place in one state to a place in another state, or from a place in one state to a foreign country, shall, in the first place, be subject to the provisions of this Act, and no other bills of lading are. Section 2 prescribes what must go into a bill of lading, and, as Mr. England has read to you, provides that in an order bill of lading the omission of any requirements in Section 2 shall render the carrier liable to damages which may be caused by omission of any of the terms. If this Act stopped there, we would have an imperfect document. We would have a straight jacket which would prevent the meeting of exigencies of trade and transportation as they developed. So Section 3 widely provides that a carrier may insert any other terms and conditions therein. But it didn't stop there; it went further by providing, in the first place, that they are not contrary to law, and, in the second place, contrary to public policy; in other words, it contains an elastic provision to take care of the exigencies of trade.

There are ten conditions on the back of the uniform bill of lading. While the provision referred to, that the invoice price shall be the measure of recovery in case of loss is objectionable to the members of this Association, there are other provisions which are offensive to other commercial interests which are not offensive to you. Suggestions have been made frequently to change all of the ten conditions on the back of the bill of lading. The thing to do is to have a separate statute passed or have the condition modified by the Interstate Commerce Commission. To attempt now to tinker this bill with a provision which pertains more properly to the law of common carriers, which does not have a proper place in this bill, will bring on difficulties we cannot meet and will cause the defeat of this measure.

A little history of what happened while this bill was pending will probably give you some light as



to the difficulties encountered. There was pending in the Senate of the United States Senate Bill 957, introduced by Senator Clapp in the first session of the 62d Congress. Although that bill was introduced that early, it was impossible to get any hearings on it until February, 1912, in the second session of the 62d Congress, when elaborate hearings were held before that body, the report of which covers over 350 pages of printed matter. After much argument and discussion by Mr. Tom, who was quoted by Mr. England in his report as to the ignorance of the agents of carriers, ex-Senator Faulkner contradicted Mr. Tom and said they were the highest class of employees. Senator Pomerene had also Bill 4713 in January, 1912. What did the Senate committee on interstate commerce do? A bare majority of a bare quorum of the committee, after three months' delay, reported out a bill that no one has as yet been able to determine who drew it. It was neither the Clapp Bill 957 nor the Pomerene Bill 4713, but a bill which was absolutely dissimilar, a bill which destroyed the distinction between order bills of lading and straight bills of lading. The result was there was a strong and vigorous protest on the part of shippers against the bill as reported out. The banks were satisfied with the bill as reported out, notwithstanding the protest of the shippers. Senator Pomerene then introduced Senate Bill 6810, which was largely like 4713, and instead of having it referred to the committee on interstate commerce, he had to resort to the device of moving to lay it on the table, so that, when it was possible to reach a vote upon 957, it would be possible to take Bill 6810 from the table and substitute same for 957.

Senator Pomerene worked day and night to get an agreement for a vote on the bill, and it was only by accident we were able to have the bill voted on. Senator Penrose desired to make his statements with reference to the campaign conditions, and it was set down that morning as the special order of business at 12 o'clock. For some reason he asked permission to have it go over until 4 o'clock, and that brought on a chance for the Pomerene Bill. At half past one on August 21, 1912, Senator Pomerene briefly stated the matter. Senator Clapp, who was chairman of the Senate committee, said he was dissatisfied with the bill reported out, and favored the Pomerene Bill. Senator Thornton finished his speech at three minutes to two, and the bill passed the Senate unanimously, just in the nick of time, because there was a special order for two o'clock.

Now, what difficulties confront you? There are now pending in the House of Representatives four other bills on bills of lading—two by Mr. Stevens, Nos. 4726 and 17935, and two by Mr. Adamson, Nos. 12806 and 22267. The two Stevens bills are practically the same, one being offered during the first session of the 62d Congress, and the second during the second session. It is an imperfect and defective measure. It makes the railroad company liable only in case the agent has express authority, while Bill 957 provides that the carrier be liable not only when the agent is authorized to issue

of lading is within the real scope of his authority and also within the apparent scope of his authority.

Mr. Adamson, chairman of the House committee, introduced two bills, Nos. 12806 and 22267, the most extraordinary bills it would be possible to have drawn. Section 4 provides that any bank or bank officer or agent who shall discount a draft secured by bill of lading unless that banker shall actually know that the goods described in the bill of lading are on board the car in transit, should be guilty of a penitentiary offense, punishable by five years' imprisonment.

You have some hard work to do and must do it now. If you go to Washington with any change, if you don't go down there absolutely united with all other commercial interests, you are going to defeat this measure. The National Industrial Traffic League has promised their support to this measure, and is at work on the subject now. We have pamphlets printed, with letters of instruction how to proceed to secure the passage of this bill. We have to go down to Washington united upon this bill as it is, for if we don't, we are going to fail. We may have a hard time to get Mr. Adamson to give us a hearing this coming session. We have to induce Mr. Stevens to abandon his bill and say to him that we have the united support of all commercial interests on the Senate Bill 957, the Pomerene Bill.

I wish to add in conclusion that the American Bankers' Association, on the 10th day of September, 1912, at Detroit, Mich., abandoned its support of Stevens' bill, and have promised us their support. We didn't have their support in the Senate, and they will be of much assistance. To attempt now, at this time, to make a change in the bill would be absolutely fatal to the passage of the bill. The suggestion of Mr. Legg should be embodied in a separate bill, or in a proceeding before the Interstate Commerce Commission.

Cries of "question," "question." A vote was thereupon taken, and the motion carried.

THE PRESIDENT: "Better Grain and More of It," is the title of an address by A. P. Sandles, secretary Ohio State Department of Agriculture, Columbus, O. Is he present?

THE SECRETARY: Mr. Sandles is not here. He stepped on a nail the other day and is threatened with blood poisoning and is unable to be here.

#### COMMITTEE APPOINTMENTS.

THE PRESIDENT: I will now appoint the Committee on nominations, as follows: Mr. L. G. Metcalf of Illinois, Mr. P. M. Gale of Ohio, Mr. Charles England of Baltimore, Mr. E. S. Westbrook of Omaha, Mr. J. H. Cofer of Norfolk, Mr. Ed. Doern of Chicago and Mr. Aspaugh of Indiana.

Also the committee on Resolutions, as follows: Mr. J. L. King of Philadelphia, Mr. F. E. Wilkinson of Birmingham, Mr. D. C. Eikenberry of Ohio, Mr. S. W. Strong of Illinois and C. B. Riley of Indiana. Adjourned to 10 a. m. October 2.

## SECOND DAY'S SESSION.

REPORT OF COMMITTEE ON LEGISLATION—PRESENTATION OF SILVER TO SECRETARY COURCIER—TWO REPORTS FROM THE COMMITTEE ON GRADE RULES—THE DEBATE.

The convention was called to order by the President at 10 a. m.

THE PRESIDENT: In the absence of Mr. Lockwood who was to present a paper on "Crop Reports," we will open with the report of the committee on Legislation by A. E. Reynolds, Chairman. [Applause.]

#### COMMITTEE ON LEGISLATION.

MR. REYNOLDS: Read the report as follows:

One year ago your committee reported that nothing of importance in legislative circles had transpired during the previous year. The past year has been entirely different. We have had our hands full. The committee at times has been taxed to its utmost.

One reason for the great contrast in the two years comes about by the past year being the long session of Congress, whereas the previous year was the short session. It always happens that more activity is manifested at the opening, or long, session than at the final, or short, session. For this reason, we may hope for a "lull in hostilities" at the coming short session.

As in previous years, all manner of bills were introduced—some good; some bad; some with merit; many wholly without it. On the whole, the record is about what we might have expected in a campaign year, particularly such an extraordinary campaign year as the present one is proving to be. Given the Standpatters still standing, Progressivism trying to progress, Bull Moosism striving for recognition, and, as if that were not sufficient, add to it the long and lusty wail of the Free Trader, and what may we not expect in legislative circles.

Early in the session it became apparent that each member must father some piece of legislation in order to justify his claim to an honest and faithful representation of his constituency. The general trend of all legislative measures seems to be against something, no matter what, so it is against some existing institution. The dearth of subjects against which to direct legislative prowess became manifest early in the session. In some instances many bills were introduced covering the same subject. In bills of lading, but also when the issuing of bills

scores of cases, duplicate and triplicate measures were introduced. Some old measures were clothed in new titles; others couched in new verbiage. Some were amended. The mad rush for subjects on which to legislate became really pathetic. The great grain industry, with its allied interests (transportation, pure food, high cost of living, Government control and kindred subjects), came in for its share of consideration.

There were introduced altogether sixty-nine bills affecting the grain trade and scores of others that might affect it indirectly. Thirty-six of these measures pertain to future trading. Thirty-two of them were introduced in the House and four in the Senate. Five bills were introduced bearing on the bill of lading question; and so on down the list.

Not able to pass new laws as rapidly as demanded, the prowess of some Government officials was directed toward new construction of old laws. Most notable among these was the ruling of the Board of Chemistry putting new construction on the Food and Drug Act. It seemed to be discovered all at once that the Food and Drug Act prohibited grain that was damaged, heating or deteriorating, or oats that had been bleached or purified, from passing into interstate commerce. This subject is so new and so recently impressed upon the grain trade that it has scarcely become history. In our last report, the following language was used with reference to this subject. I quote now from the report of your committee at the Omaha meeting:

"The complex question of the relation of the grain trade to the Pure Food Law is one of serious moment and should be worked out in such a way as to put the trade in position to know just what their rights are. There should be some very decisive legislation of a National character along this line. Grain in its natural condition should never be subject to confiscation on account of its not filling any of the pure food requirements. Only after it has been manufactured and changed from its natural condition should it be amenable to confiscation for failure to comply with pure food requirements."

At the time of these utterances it was generally thought that the alarm thus sounded was untimely.

In view of what has transpired during the past year, the warning seems to have been justified. Early in February, the Board of Chemistry sent forth an edict which was to the effect that no grain or hay that was unsound, musty, heating, or in any way deteriorated or deteriorating, nor oats that had been bleached or purified, could after a certain date enter into interstate commerce. The ruling sent consternation broadcast among the grain trade. The Grain Dealers' National Association called a preliminary meeting to be held in Chicago on February 9, at which time it was decided to hold a mass meeting in St. Louis, Mo., on February 23, to which all interests should be invited. At this meeting there were representatives of the grain dealers and shippers, corn growers' associations, farmers' organizations of various kinds, agricultural colleges of the country, and, in fact, all interests that might be directly or indirectly affected by the ruling. After a very careful consideration of the matter, it was determined to request all organizations whose interests were vitally affected to appoint representatives to co-operate with the legislative committee of the Grain Dealers' National Association in striving to have the order suspended. This delegation, seventy-one in number, met in Washington on March 4, where a hearing was had before the Secretaries of Agriculture and Commerce and Labor. After two sessions with Secretaries Wilson and Nagle, the committee gained an absolute and unconditional temporary suspension of the obnoxious ruling. The result was extremely gratifying and is a strong proof of what the united efforts of various interests can do in influencing and shaping legislative matters. One of the influences that helped to bring about the result obtained was the showing made by the Grain Dealers' National Association of its efforts, past and present, to establish uniform standards of grading grain. In fact, the temporary suspension of the ruling was based on the fact that inasmuch as both the Grain Dealers' National Association and the Agricultural Department were striving to standardize grains and bring about uniform rules of inspection and grading, it was deemed wise to suspend the ruling of the Board of Chemistry until such time as reports on this subject were ready for publication.

This brings us to the old question of uniform grades and, incidentally, to Government inspection of grain. This question is not dead, not by any manner of means, only sleeping, and that slumber is fitful and uneasy. Senator McCumber is on the job as usual, and notwithstanding the fact that we met him in a fair hand to hand conflict, he succeeded in having his old pet measure reported out of the Senate committee. Fortunately, however, for want of time, the matter was not seriously considered in the House.

It is manifestly impossible for us in this report to review the long list of legislative matters. At our Omaha meeting, the question of a clean bill of lading had its first airing in the National Association. At that time a good many dealers were skeptical on the possibility of ever securing the so-called clean bill of lading. What has long been desired is a bill of lading which would require the railroads either to weigh the grain into the cars and be responsible for the delivery at the other end of the amount weighed in at shipping point or else accept the shipper's weights and deliver at destination the same amount of grain that was put into the car, or, in the event of failure to do so, to be compelled to pay the shipper for whatever shortage existed. This very reasonable and fair proposition seemed to be so ethereal one year ago that it was not seriously considered by many. The agitation begun on this subject at our last meeting resulted in five measures regarding bills of lading being introduced. Some of these bills were fathered by the railroads, and, in my judgment, were aimed to circumvent measures that they feared would be too drastic.

We will not attempt to follow the various courses of the different bill of lading measures. The final result was the passage by the Senate of what is known as the "Pomerene Substitute" measure, which is Senate Bill 957. This measure was passed by the Senate unanimously on August 21, but owing to lack of time was not put to passage in the House. This measure will be up for consideration at the short session the coming year, and, therefore, calls for our earnest efforts in its behalf.

While this bill does not comprehend all that we have been contending for along the line of clean bill of lading, it certainly is a very wide step forward in securing what we have been contending for. We believe the measure is absolutely fair to all parties concerned and if it finally becomes a law will work out much more favorably to the railroads than they now anticipate.

As stated above, thirty-six bills were introduced affecting future trading in grain. None of these, however, was enacted into law.

As legislative matters now stand, the Pomerene bill of lading measure and the McCumber Federal inspection bill have been passed by the Senate and are up to the House for their consideration at the coming short session. House Bill 16450, which is termed "Larceny from Moving Trains" and which refers to unlawful breaking of seals on railroad cars, has been passed by the House and will be up to the Senate for consideration at the next session.

The leading question for us to consider at this time is what attitude we shall assume and what measures we shall adopt pertaining to the live measures that will be before the national Congress the coming short session. Your committee most earnestly recommends a united effort in favor of the Pomerene bill of lading measure. If we all join in a united effort to induce the House to pass this bill, there is no doubt in our minds that we will succeed. The same is true regarding H. R. 16450. This measure should have our hearty support in the Senate.



Now, what shall be our attitude in regard to the future trading bills? While none of them is advanced to the danger point, they are all in such shape that any one of them might become law at the coming session. I have given the question considerable thought, and I feel sure that the grain trade will meet with a great disaster if any of these measures in their present form become laws. I am also thoroughly convinced that the subject demands our very careful attention. Legislation of some character pertaining to future trading in grain is bound to be enacted in the not distant future. Shall we have a part in it or shall we allow it to be handled by those entirely unfamiliar with the subject? As stated in our last report, the question of prohibiting entirely the future trading in grain is not to be thought of; but a measure that will so regulate this branch of our business as to be fair and equitable to all concerned is very desirable. I have some very decided views on this subject, but this is not the time or the place to present them. I urge the Association to take up the subject of regulating future trading in grain and bring before the next Congress a measure that will meet the public requirements without bringing disaster to the great grain industry of the country. The public is demanding some kind of regulation; the passage of a measure of such character cannot be much longer delayed. The great grain trade has about exhausted its fund of argument against such a measure; the public grows stronger in its demands. This is clearly demonstrated by the number of bills introduced on the subject. Again I ask, are we to formulate the measure to allow those unfamiliar with the subject to do so?

The next subject on which we must assume a well-defined policy is the question of Federal inspection of grain. This question cannot be carried along in its present condition very much longer. Something very decided and positive must be done by the grain trade or Mr. McCumber will succeed in having his measure enacted into a law. I think we are all agreed that this will be disastrous to the grain trade. Federal inspection of grain is wholly unnecessary. Besides all of the other objections that have been brought against this proposition, the one that now appeals to me to be the most harmful to the grain trade is the compelling of handlers of grain to have interstate grain inspection whether they want to or not. In my judgment, this will be the effect of the law, if it is ever enacted. At the present time fully one-half of the grain goes to the consumer without the seals being broken. I believe the grain trade, both buyer and seller, should use its own judgment as to whether its grain is to be inspected or not.

The Agricultural Department, as stated herein, has been engaged for some time in an effort to standardize the grades of grain. They will very largely adopt the uniform grades of grain, proposed by the Grain Dealers' National Association. Their investigation now is along the line of determining whether these grades are practical or not. They now claim that they will be ready to make a report on corn in the very near future, and that they will be ready to report on other grains later. It is to be deplored that the various exchanges of the country have not been able to come to a unanimous agreement in regard to these grades. As I have stated many times in the past, if they don't do so, the Government will be obliged to force uniformity. The time is not very far distant when they will proceed to do so. In view of this fact, my recommendation to this Association is that it prepare a measure providing for the adoption by the United States Government of uniform standards for the grading of grain; that this measure should carry with it provisions for establishing a supervising bureau that would enforce in the various exchanges of the grain trade the use of these standards in inspecting and grading grain. I think that this would meet all requirements of producer, handler and consumer, and would be vastly better than Federal inspection. As has been stated many times in the past, if we don't arrive at uniformity the Government will be forced to take a hand.

I also recommend a united effort of the grain dealers of the country in behalf of Senate Bill 6007, now pending. This measure aims to prevent undue delay in the settlement of freight claims.

The bills herein mentioned are only a few of the many which demand our earnest and united attention.

Up to the last year our efforts in legislation were directed in a negative way; that is, we strove to prevent legislation. During the past year, as indicated in this report, we became a positive factor in the legislative field. I recommend the broadening of our field of action in this line; if we must have legislation, let us help to direct it. Our Congressmen will welcome our counsel in striving to get sane, sensible, practical laws enacted.

In our last report we recommended to the Association the widening of the scope of the legislative committee, particularly recommending that there should be a subcommittee appointed, composed of one member from each State, whose duty it would be to look after legislative matters in his State and keep the National committee apprised of all that transpired. Uniformity of State laws is very much to be desired. We may have ever so efficient laws for interstate commerce, but as long as we have State laws that conflict we will encounter very great difficulty in complying with National legislation. The grain business is and must remain more of an interstate than an intrastate business.

I hope that we may have at this meeting a very thorough discussion of the legislative proposition. It is impossible in a report like this to embody all that is comprehended in the legislative problem. There are many more minor recommenda-

tions that I would like to bring before the Association, but I refrain from doing so on account of making the report too long and complicated.

Your committee has had the loyal support of the exchanges of the country, and I extend to them all the hearty thanks of the Association. I wish personally to mention the valuable aid given to the committee by Mr. Francis B. James of Washington, D. C., and Cincinnati, Ohio. He has extended to us many courtesies and has been of valuable assistance. To the members of the committee and the officials of the Association, I extend my thanks for courtesies extended. I bespeak for your new committee the earnest co-operation of the entire grain trade. The work to be done is of the most vital importance to our industry.

MR. BELL: I make a motion that the report be received and placed on file. [Carried.]

THE PRESIDENT: The chair will now recognize Mr. Reynolds.

#### PRESENTATION TO THE SECRETARY.

MR. REYNOLDS: I want to apologize for appearing again on the floor at this time, but I rise to a point of personal privilege.

Gentlemen, all of the important events in human life may be encompassed in a very few sentences, he was born, he lived, and he died; and, if in pass-



A. E. REYNOLDS.

ing, he has impressed himself on a few of his fellow beings, he has accomplished about all there is to be accomplished in this life. The feeling which we have for our fellow man we term friendship, and it, with its comrade subject, love, is about all that is worth while in this life. It is the dearest thing known to the human heart. I hope, therefore, that in rising to a point of personal privilege, I may be excused for briefly relating the story of a personal friendship:

About eight years ago, on a certain afternoon, when seated in my modest office in that quiet little city of Crawfordsville, Indiana, I was informed that a gentleman caller was present and wished to see me. When he was shown in I beheld a gentleman of uncertain age, somewhere between twenty and forty, rotund of figure, black of hair,—a little thin on top,—square of jaw, and with a piercing eye. After the formality of the first greeting, this gentleman stated to me that he was an applicant for a position, and that he understood I was one of the committee who had the selection of the incumbent for that position. That position was Secretary of the Grain Dealers' National Association [applause]. That rotund gentleman is the present incumbent of that position, our very worthy Secretary, Mr. John F. Courcier [applause]. The friendship begun at that meeting, more than eight years ago, has, through these years, ripened into a personal friendship that is one of the events of my life, and one, Gentlemen, that I believe will last even beyond the tomb.

My experience with Mr. Courcier in a friendly way has in a measure been the experience of every member of this Association with whom he has come in contact. Particularly has that been true of those more intimately connected with him. We have learned to appreciate his business ability, but we have learned more to value highly those higher traits of human friendship. While Mr. Courcier has been busy attending to business affairs and cultivating that friendship of which I have spoken, he has not been entirely idle with other lines; he has found time to storm the citadel of the female heart [applause], and has recently sought, won and wed one

in every way capable and worthy of becoming his life mate. I am sorry that she is not here today, but I assure you, Gentlemen, that I have met her and formed her acquaintance, and I further assure you that John has not departed from his usual good judgment in his selection of a life mate [applause].

While we have appreciated Mr. Courcier's business judgment and sagacity, we could not allow such a flagrant deflection from the straight and narrow path of business to take place unrecognized. I, therefore, ask the culprit stand while I proceed to pass judgment. [Secretary Courcier rises midst applause.]

Mr. Courcier, you have been tried before a jury of your compeers. For eight long years have you stood in the public arena of this Association. You have been tried in every walk of life that comes in contact with the most gigantic business enterprises of this country, and with it all you have not been found wanting. As a slight remembrance of the happy event which has recently taken place in your life, I wish, on behalf of the officers and honorary members of this Association, to present to you this chest of silver. It is not given as a reward of labors performed, or compensation for service rendered. We wish at this time to arise above the sordid and narrow confines of business consideration and enter that higher and more secret realm of friendship and esteem.

The sterling metal represented in the manufacture of this token stands to us as a lasting token of the more sterling qualities of your manhood and of our relations with you. In the future we hope that every scroll of the engraver's art hereon impressed, may stand to you as a living token of the high esteem in which the donors hold you. [Prolonged applause.]

After a considerable lapse of time and numerous efforts to speak, Secretary Courcier was only able to stammer out, "I-I-I—j-j-j—just wan-wan-want t-t-to thank you." [Applause.]

Then the grain dealers sang:

"Oh, Courcier, your a friend of mine

With your hand down in your pocket,

And your little charm and locket—

Hello, Courcier, you're a friend of mine."

Three cheers and tiger given for the Secretary followed by more applause.

#### ROUTINE RESUMED.

MR. C. D. JONES: There are a number of recommendations in the report of Mr. Reynolds that are of importance to the Association, and I would like to know how such matters get before the convention. Will they come through the resolutions committee?

THE PRESIDENT: I think that would be the proper channel.

MR. JONES: I think we should be sure to have these important recommendations brought before the convention for discussion.

THE PRESIDENT: If any member has any particular clause in any of the recommendations that he desires discussed and it is not brought up before the committee, you will have the privilege of open discussion on the floor of the convention.

The next on the program is the report of the committee on Transportation, Mr. A. G. Tyng, Chairman, of Peoria. I do not believe Mr. Tyng is here.

MR. FELTMAN: Mr. Tyng was drawn on the jury and could not be released by the judge, and sends his regrets at not being able to be present.

THE PRESIDENT: I believe there is a written report from the chairman of that committee, and it will be read later on.

#### REPORT OF ARBITRATION COMMITTEE.

THE PRESIDENT: The next committee to report is the committee on arbitration, Mr. Adolph Gerstenberg, chairman, of Chicago. Mr. Gerstenberg is sick but has mailed his report to the Secretary.

THE SECRETARY: Will you kindly read it, Mr. Legg. I am not quite equal to the task yet.

MR. LEGG: read the report as follows:

Another year has passed, and during that time, it is with pleasure I report your committee was able to act on each case which came before it.

The past year has been a very trying one. Had acquaintance between the members of the committee made it possible that we could be more frank in expressions between us, and we had learned to respect each others' views better, knowing and realizing that they were the true open opinion of each, which each conscientiously believed. This can be better understood when you realize that your committee has never met since the last annual meeting. The work was performed through correspondence, of which there was plenty, and this duty required more care than if it had been possible to have met and had the opportunity of discussing the problems together.

Differences of opinion were freely expressed; and to adjust such differences between us, so as to make our verdict unanimous, was no easy task. My colleagues are earnest, true arbitrators, and no plaintiff or defendant ever lost any rights through failure to look after their own interests. My labor was heavy, but was done without a complaint; yet the quantity could not be reduced, as that is the honor which the chairman will secure when filling the position. Not only does the arbitration work



require plenty of time, but additional work comes to your chairman, as members have taken our work seriously; and should we rule in error, I feel sure your chairman would be the first to know it.

My correspondence with members of the Association was heavy, yet all correspondence was quickly taken care of. Questions asked were many, but all for the good of the trade, and in due time should help reduce the work that your committee must perform. This correspondence possibly should be directed to the Secretary, yet that not having been done should not be an excuse for not answering same. This work was done after the daily labor was over, and often did I express a hope that it would cease; yet now in reviewing my work, I am more than pleased that the courtesies extended to the inquiries might possibly have been welded into the chain, which chain of friendship, loyalty, and truth, must help to build this Association so powerfully and for the good of all of the grain trade.

Our satisfaction will be our reward, if our work gave you satisfaction, and may possibly be a guidance and precedence by which you can all work safely. We did the best we could, and gave you the best we had.

All cases that came to us were taken care of promptly and disposed of as quickly as a verdict could be agreed upon. Do not understand this lightly, as it is not so intended, as we had arguments over points that lasted for days, and only by perseverance and patience was it possible to remove such, which led us to strike the natural and correct road that resulted in bringing us to a verdict.

We have some cases that are still in process of adjustment, and ask you for your authority to have our verdict recognized, if such come after this annual meeting has adjourned.

Your committee believes that the work should begin to show signs of decreasing. Rulings are being published and should be used as a guidance.

We realize that this will not stop litigation, yet the Association should have some benefit from the work of adjusting differences. Your work now is an expense, whereas it should at least be self-sustaining, or if possible, give you some profit. Your committee finds it necessary to require funds, yet refrains from making a call for any, as we realize this department is not and cannot be more than self-sustaining, as the fees received only about cover the expense.

We ask for your discussion on our suggestion, which is to arrange the fees so that the rate would be:

Cases under \$ 75 to be charged	\$ 10.
Cases under 150 to be charged	20.
Cases under 500 to be charged	30.
Cases under 1,000 to be charged	40.
Cases under 2,000 to be charged	50.
Cases over 2,000 to be charged	100.

Litigants in every case to be subject to any additional expense that the committee might have to go to, such as traveling and stenographer and any other expense that becomes necessary.

Another proposition advanced has been that the power be vested in the Secretary, so that he may remove all papers which he believes are of no interest, and which then would bring the case in condensed form before the committee. To this we cannot agree, as all information is of guidance in the work, and what some may consider a trifling matter might at times be the most valuable evidence and possibly be of help for the committee to agree on its verdict. Even if approved, why make it necessary to place this burden of sorting evidence on the Secretary, who at best, only would be losing the support and loyalty of the litigants who would have just cause by claiming that through such removal of evidence their case has been weakened.

What we want is light, more light, as then we can give cases the attention they have always received. Care in translating code words into the language, as they understand it, would save many hours of labor for your committee.

Our work has been performed, and its result has been before you as the year progressed. If satisfactory, your committee will feel rewarded. If not, then we can but say that we did the best we could.

I regret deeply that the wish to be with you at this meeting cannot be fulfilled. I longed for it for years, but it was not to be.

My appreciation is expressed to my colleagues for their faithful work, which I know all you members will also approve.

Mr. President, I pass the trust back to you that you placed in my care, and I hope you will find it in as clear a condition as it was when it was delivered to me.

I thank you for the honor you conferred on me, and my hope is that the work performed brought honor and distinction to your administration.

Mr. MORRISON: I move that the report be received and placed on file.

The motion was unanimously carried.

#### COMMITTEE ON TRANSPORTATION.

THE PRESIDENT: We will now have the report of the Committee on Transportation, Mr. Rockwell of New York.

MR. ROCKWELL: I would like to say that I have no knowledge of what has been going on. There has, however, just been placed in my hands a letter from Mr. Tyng, which I will read. [The letter explained Mr. Tyng's absence.]

Mr. Rockwell then read the report as follows:

Your transportation committee has had but little work during the past year. There have been a number of matters which have been referred to its chairman by various members of the Association, but they have all been of such a nature that they could be handled by personal explanation, without the need of reference to the full committee. Because there have been no special official acts of this committee, it must not be understood that it has been idle, for such has not been the case. Its work has been continuous but has consisted of so many small matters that it would simply consume your time to enumerate them. We have done some work in the Pomereene bill of lading bill, but this was in a general way and does not come within our province to report, but only to assist in the work. The full report in this matter will be given by the committee on bills of lading.

Transportation matters have much improved during the last few years, and, in the main, all shippers have a square deal. The greatest trouble the grain trade labors under is the lack of car supply, and we cannot but think this is largely due to lack of efficiency in movement of cars and false economy in regard to maintenance of motive power and equipment. It seems to us that the railroads could remedy this, and should do so.

Unless active steps are taken at once to insure the proper movement of cars, the grain trade will suffer greater inconvenience during the present winter than ever before. It seems to this committee, that this Association should take most energetic action to call the attention of the various railroads to this matter.

MR. JOHN S. GREEN, of Louisville: I move that it be received and filed.

The motion was unanimously carried.

THE PRESIDENT: The next is the report of the committee on Trade Rules, Mr. F. O. Paddock, chairman, Toledo, O.

MR. RILEY: I have in my possession, furnished me a few moments ago, a brief report from the chairman, but there are other members of the committee here, and we would like the privilege of making this report tomorrow, so that in the meantime we may have an opportunity to discuss the matter.

THE PRESIDENT: That will be satisfactory.

of moisture tests for all of the grades. This change is meant to meet the just criticism of many shippers, who are dissatisfied with the difference in price of from two to five cents per bushel in their returns for No. 3 corn; and while this change cannot necessarily be of benefit to every one of us, we hope that it will receive liberal consideration at your hands and you will view it from the standpoint of whether or not it will be to the benefit of our members and the trade generally in all markets.

[The rules presented were the Uniform Grade Rules with the following changes and no others, the changes being indicated by the CAPITALIZATION, except as otherwise noted]:

#### WHEAT.

No. 2 White Winter Wheat—

Shall include all varieties of soft white winter wheat, dry, sound, SWEET AND SHALL NOT CONTAIN MORE THAN 1 PER CENT OF DIRT OR FOREIGN MATTER, and shall not contain more than 10 per cent of soft red winter wheat and weigh not less than 56 lbs. to the measured bushel.

No. 1 Red Winter Wheat—

Shall be pure soft, red winter wheat of both light and dark colors, sound, sweet, plump AND CLEANED, and weigh not less than 60 lbs. to the measured bushel.

No. 2 Red Winter Wheat—

Shall be soft red winter wheat of both light and dark colors, sound, sweet, AND SHALL NOT CONTAIN MORE THAN 1 PER CENT OF DIRT OR FOREIGN MATTER, and shall not contain more than 5 per cent of white winter wheat and weigh not less than 58 lbs. to the measured bushel.

No. 3 Red Winter Wheat—

Shall be sound, soft red winter wheat not clean or plump enough for No. 2, SHALL NOT CONTAIN MORE THAN 2 PER CENT OF CHESSE OR DIRT and shall not contain more than 8 per cent of white winter wheat, and shall weigh not less than 55 lbs. to the measured bushel.

\*No. 1 Dark Hard Turkey Wheat—

Shall be pure, dark hard turkey wheat, sound, plump, sweet and clean, weighing not less than 61 lbs. to the measured bushel.

\*No. 2 Dark Hard Turkey Wheat—

Shall be not less than 85 per cent of the dark hard variety, shall be sound, sweet, contain not more than 1 per cent of chesse and dirt, weighing not less than 59 lbs. to the measured bushel.

\*No. 3 Dark Hard Turkey Wheat—

Shall be 75 per cent of the dark turkey variety, shall be sound and sweet and shall not contain more than 2 per cent of chesse or dirt, and shall weigh not less than 56 lbs. to the measured bushel.

\*No. 4 Dark Hard Turkey Wheat—

Shall not be less than 75 per cent of the dark hard varieties. It may be damp, musty or dirty, weighing not less than 50 lbs. to the measured bushel.

#### OATS.

No. 3 White Oats—

Shall be sweet and 90 per cent white, shall not contain over  $\frac{1}{2}$  per cent of dirt and  $\frac{1}{2}$  per cent of other grain and weigh not less than 24 lbs. to the measured bushel.

No. 3 Mixed Oats—

Shall be sweet oats of various colors, shall not contain more than  $\frac{1}{2}$  per cent of dirt and  $\frac{1}{2}$  per cent of other grain and weigh not less than 24 lbs. to the measured bushel.

No. 3 Red Oats or Rust Proof—

Shall be sweet and  $\frac{3}{4}$  red, shall not contain more than  $\frac{1}{2}$  per cent of dirt and  $\frac{1}{2}$  PER CENT OF OTHER GRAIN and weigh not less than 24 lbs to the measured bushel.\*\*

Sulphurized Oats—

All oats that have been chemically treated or SULPHURIZED, shall be classed as SULPHURIZED oats, and inspectors shall give the test weight on each car or parcel, that may be so inspected.\*\*\*

#### CORN.

The following maximum limits shall govern all inspection and grading of corn:

Grade.	Percentage of moisture.	Percentage cob—rotten.	
		Exclusive of bin burnt or mahogany corn.	Percentage of broken grains.
1	14	1	1
2	16	5	1
3	18	8	2
4	20	8	4
5	22	10	4

No. 4 White Corn—

Shall be 98 per cent white AND SWEET.

\*No. 5 White Corn—

Shall be 98 per cent white, shall include damp, damaged and musty corn.

No. 4 Yellow Corn—

Shall be 95 per cent yellow AND SWEET.

\*No. 5 Yellow Corn—

Shall be 95 per cent yellow; but shall include damp, damaged, or musty corn.

No. 4 Mixed Corn—

Shall be corn of various colors AND SWEET.

\*No. 5 Mixed Corn—

Shall be corn of various colors; but shall include damp, damaged or musty corn.

Now, gentlemen, these changes are almost all immaterial, I think, except possibly one in wheat, and these changes that relate to corn. The committee as a majority, I think, believe there is too wide a gap in the content of moisture between No. 2 and 3 corn and also between 3 and 4 corn.

MR. COFER: The minority would like to read their report.

\*Entirely New Grades.

†Changed from 3 per cent.

\*\*Changed from 5 per cent dirt or foreign matter.

\*\*\*Change of word "purified" to "sulphurized."

## THE GRADE RULES DEBATE

REPORTS OF THE MAJORITY AND MINORITY OF THE UNIFORM GRADE RULES COMMITTEE—THE CHANGES PROPOSED—REASONS FOR OPPOSING ANY CHANGES.

THE PRESIDENT: In the absence of Mr. Dennis, chairman of the committee on uniform grades, any one who wishes to discuss this question may now do so, pending Mr. Dennis' arrival.

MR. REYNOLDS: I dislike coming before the convention so often, but I feel this subject is of such importance that, perhaps if I say a few words it will help to get the matter under general discussion. You cannot separate this subject from Federal inspection. Whenever you talk Federal inspection you have to talk uniformity, and you cannot think of Federal inspection of grain with the diversity of grades we have to contend with now. It would be just as reasonable to say we were going to have different standards of meat inspection, or different standards of bank inspection, or different standards governing the purity of foods; that the man in the South could eat a different class of food with impunity than a Northern could eat; that the man in the East had to have the best and the man in the West the poorest grade of food. Therefore, if you are for Federal inspection, and if you think it is a good thing, you must come to uniformity. If you

believe in uniformity, you don't necessarily have to believe in Federal inspection, but you must believe in some kind of supervision that will force uniformity. I am glad that Mr. Dennis is now here so that we can have his report.

MR. DENNIS: Knowing this matter will receive a good deal of discussion, I have made the report very brief, as follows:

At our last annual meeting in Omaha, Nebraska, in joint conference with the Chief Grain Inspectors' National Association and your Uniform Grades Committee, it was agreed that recommendations be made at the next annual meeting, suggesting such changes in our Rules for Uniform Grades as experience suggested as being necessary. This matter has been a subject of conference and much correspondence during the year; and it is with great gratification that we can report that only a few changes are deemed necessary; but your committee respectfully asks that these changes receive your fairest consideration.

The differences suggested can hardly invite much criticism, except the addition of a number five grade to the inspection of corn and a corresponding change



THE PRESIDENT: We will now hear the report of the minority committee.

MR. COFER then read the minority report, as follows:

We, the minority members of the Uniform Grades Committee, desire to present a report in reference to the grades suggested by Mr. E. H. Culver, president of the Inspectors' Association. We are of the opinion, after very careful investigation, that No. 2 Corn should not contain more than 3 per cent cob-rotten, and that No. 3 corn should not contain more than 6 per cent cob-rotten. However, by way of compromise, in order to adjust the matter satisfactorily to a very great number, we recommend 4 per cent cob-rotten in No. 2 corn and 7 per cent in No. 3, which we consider very liberal.

Now, Gentlemen, I want to say that I know of nothing that I regret more than to have to bring in a minority report here this morning, and perhaps in a way bring out a friendly fight, because I feel you are all guests here, and it may be considered somewhat out of place and discourteous to invite you gentlemen here and then, perhaps, to pick a little trouble. I am not here for that purpose, however, but I take it we are here to accomplish results. It seems to me we ought to get these inspection rules on a safe and satisfactory basis to the largest majority of people.

To substantiate my position as a member of this committee, I want to submit a few facts here that I have drawn from time to time, for what they are worth; and, to begin with, I want to say my statements contained herein are not from hearsay, but they are from actual experience in the handling of grain; not from samples submitted to me and drawn

broken grains, 2 per cent. No. 3 corn, 17 per cent moisture November to March, and 16 per cent April to October, with 5 per cent cob-rotten and 3 per cent dirt, etc. Since that time there has been

as 5 per cent cob-rotten and 2 per cent of dirt, or 70 bushels of really unmerchantable stuff to the thousand bushels, is being classed at No. 2 corn; we also find that No. 3 corn can have just double the quantity of cob-rotten and dirt, which would make an actual difference in value of 2½ to 3 cents, whereas it is rarely ever possible to buy the No. 3 at more than 1 cent per bushel discount under No. 2. This low grading has gone on too long, and should have been corrected before; therefore, while we are at it, why not make the changes what they should be in order that the grain trade may be benefited thereby?

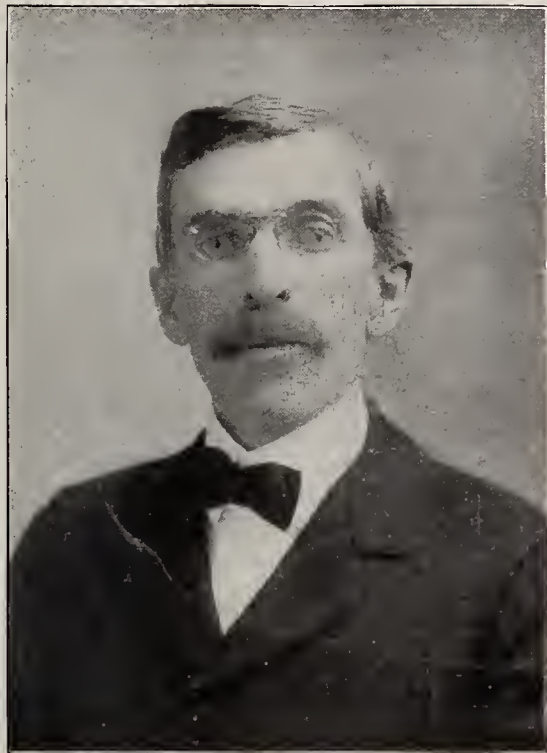
I have just two suggestions to make in connection with the changes in the corn grades as proposed by Mr. Culver, and they are that No. 2 corn should be changed to allow not more than 3 per cent cob-rotten and 1 per cent dirt, and that No. 3 corn should contain not over 6 per cent cob-rotten as against 8 per cent suggested by Mr. Culver. In 1906 it was but 5 per cent. Mr. Culver proposes that No. 4 corn shall contain not over 8 per cent cob-rotten, which is perhaps all right for that grade; but why should No. 3 corn be permitted to contain as much cob-rotten as No. 4 corn, a full grade lower?

I also suggest that No. 3 white oats should be 95 per cent white, instead of 90 per cent, as I believe that 100 bushels of mixed or other oats in a thousand bushels is too much to admit of calling them No. 3 white oats.

In my judgment, the other suggestions are all right. I do not think the suggestions I have made are too rigid; and I feel that if they are adopted, they will give us honest grades of corn, which is what we should have; then, if for any reason a crop of corn does not mature sufficiently to sell as No. 2, let it be sold for what it is, whether it be No. 3, No. 4 or No. 5; but in doing so give the buyer the real difference in value between the grades, so he can afford to take the risk in buying something



J. J. STREAM, Director.



B. A. LOCKWOOD, Director.



J. W. McCORD, Director.



W. J. HOLLINGSWORTH, Director.

by the inspectors, or from various cars, but through contact with the grain myself.

He then read the following:

Two years ago at Chicago, as some of you know, I began working for better grades, since which time the campaign has gone on. Mr. Culver has suggested some changes in the various grades, but I do not think they are sufficient. I have made up type samples, based on the present grades, also in line with the changes suggested by Mr. Culver, and some based on my idea of what they should be. I think while the grades are being improved we should raise them sufficiently to count and be noticeable.

Our idea is that No. 2 corn should contain not more than 3 per cent of cob-rotten and 1 per cent of dirt and test not over 16 per cent moisture; and that No. 3 corn should contain not more than 18 per cent moisture, as suggested by Mr. Culver, and not more than 6 per cent cob-rotten and 2 per cent dirt, as against 8 per cent and 2 per cent suggested by Mr. Culver.

It has come to a point, gentlemen, where we must get considerable improvement in the grading of grain, corn especially, for the North, East and South; and, in fact, no dealer in any section can afford to buy No. 2 corn and then have to clean it before it is fit to ship to his trade; and the same thing applies to No. 3 corn, unless the buyer is given sufficient inducement in price to warrant his cleaning it. When you buy No. 2 and No. 3 corn the grade should be sufficiently good, so as not to make it necessary to clean the grain, which not only absorbs all the profit, but in a large majority of cases results in an actual loss to the dealer.

In 1906 the corn grades as adopted by the Uniform Grades Congress and ratified by this Association were as follows: No. 2 corn, November to March, 15 per cent moisture, and April to October, 14 per cent; cob-rotten, 3 per cent; and dirt and



T. A. MORRISON, Director.

a considerable lowering of the grades, which would indicate that changes had been made to meet crop conditions. We now find that corn with as much

low. The trouble we have had in the North, East and South the past few years has been due very largely to the fact that the grades are so low that they permit of too much mixing, and when selling No. 2 and No. 3 corn. Instead of getting such grain as would go to any reasonable trade, we have received corn that in ninety out of a hundred cases we have been forced to clean at a dead loss.

We do not expect something for nothing and are willing to pay the price for good, honest grades; but when we buy No. 2, that is the best we can buy, and we ought not to be forced to clean it. In other words, gentlemen, we want the best and are willing to pay the price, but we are not willing to pay for the best and get the lowest, and then have absolutely no redress. If there is no No. 2 corn to be had, say so, and sell what you have for just what it is; but give the buyer all the benefit he is entitled to in price by reason of having to accept the lower grades. The present grades work a great hardship on dealers trying to do an honest and legitimate business.

For example, why should two dealers in the same market be able to furnish exactly the same papers on corn, and one of them ship a full grade lower than the other, and thus be able to undersell the man shipping the good grade by ½ to 1 cent per bushel, although both furnish the same inspection papers? This would clearly indicate there is something wrong somewhere. During the past few months especially we have been forced to clean practically every bushel of corn we have received, although practically all of it was bought for No. 2. In many cases the corn has not only been dirty but musty and blue-hearted as well, and this was not during the germinating season. I know that in the germinating period some shippers are prone to take advantage of the season as being responsible for anything that may happen to the grain in transit, and no doubt at such period the weather is trying; but I do not believe the trouble is always with the weather and climatic change, but to the poor con-



dition of the corn when loaded; in fact, this has been proven in the past few months, when corn received here has graded 3 and 4, due to its being dirty, musty and blue-hearted and in many cases very dingy because of the excessive quantity of cob-rotten. I know it is said by some that Norfolk, or the South, is too particular and expects too much; but in this they are mistaken. We only want just what we buy; and when we are lucky enough to get that, we never say a word; but it is so seldom we do get what we buy, we naturally have to complain very often. I am sure I voice the sentiment not only of our market, but the experience of every Eastern and Southern market; and while it is unpleasant to be continually kicking, I would not be worth a "hill of beans" to my own business or my market, nor would I be worth much to this Association, if I simply stood by and kept my ideas and convictions to myself.

I have here [among the exhibits of the Grain Inspectors' National Association] a few samples of corn received during the past few weeks, which I want to show. I have also prepared a memorandum of various cars received; what they were shipped for, what they graded here, and the actual shortage from cleaning. I will show that these cars did not lose on an average of more than 10 to 12 bushels, which is within the requirements for No. 2 corn; and yet it was entirely too bad to ship to anyone.

Another thing which I have had up with Mr. Culver recently is that there is nothing in the present grades that will permit of blue-hearts in either No. 2 or No. 3 corn; and in my contention that they are not permissible I am backed up by many. If No. 2 and No. 3 corn can contain blue-hearts, we should know it, and it should be embodied in the Rules, and not left to the discretion of the inspectors. As stated in Chicago two years ago, our market wants uniform grades formulated by practical grain handlers who know very much more about the grain business than the Government could learn in a long while. Still, gentlemen, we want those grades put on an equitable basis; and then we also want some further safeguard thrown around the inspection departments. In this statement I mean absolutely no reflection on any particular department; but I make the assertion that some of them are careless at times, and many errors are made by which the innocent purchaser has to suffer without any possibility of redress. This we are, in most cases, able to prove, but we all know that when we go back to the shippers, they come back with the statement that they sold on their inspection and can do nothing.

I am going to offer a resolution providing for a complaint committee whose duty it shall be to pass on all complaints arising from misgrading. In other words, when a dealer in any section buys a car of grain on official terms, and it can be proven beyond a question of doubt that a mistake has been made in the inspection of that car, there is no reason on earth why the buyer should not have some redress. There is really no use to improve the grades unless we are to have some assurance that we will get what we buy, and in cases of gross carelessness we should have some protection. My idea is that when the receiver of a car of grain finds that, in his judgment, it has been misgraded, he shall have the right to call in at least three disinterested parties from the grain exchange of his city, in addition to the inspector, and ask them to pass on it, drawing samples which must be certified to, and then sent on to the committee, just as our present arbitration committee passes on other disputes that arise between members. I can see no good reason why, if we are permitted to arbitrate other differences, we cannot also have the same privilege when we can prove that errors have been made in sending out grain for a grade to which it is not entitled.

#### THE DEBATE.

MR. R. C. BALDWIN: It is not my purpose to discuss the specific provision of either the minority or majority reports on the proposed changes in the inspection rules. As I understand it, there is nothing more sacred in the grain trade than the preservation of the honor of contracts, and I doubt very much if this Association wishes to go on record as abrogating a contract which is made. The particular changes here would affect many who are not present and who should have a voice. This matter has been the result of a conference between the officers and committee of this Association, and the United States Government. They had a long deliberation in Washington, which finally resulted in the adoption of this resolution:

"That, pending the final decision by the courts, we respectfully and earnestly petition the Honorable Secretary of Agriculture to cause an administrative order to issue, suspending further efforts towards applying said law and the rules of the Department as to interstate shipments of grain and hay; and further, pending such suspension, the Department of Agriculture continue its activities in arriving at a proper standardization of grades; and we will pledge for the bodies we represent our most earnest efforts to have those standards adopted by such bodies."

Any action that might be taken by this convention at this time could be nothing but temporary in its character, and would not be just; and I fail to see the advantage of opening the question at this time for a temporary period. Certainly all those interested in the conference at Washington should have a voice in the changing of any of these inspection rules without the sanction and co-operation of the

Government. The Government was careful to take close consideration of the interests of the producer, the consumer, the manufacturer, the country grain shippers and the receivers. There are a great many interests to reconcile. We made a specific agreement with the Government at this conference; and it seems to me it would be bad form, bad business and bad policy to take any action at this time pending the further investigation by the Government in which I understand all interested will participate.

Therefore, in the interest of the country grain shipper particularly, and, I think, in the interest of all concerned, I move that these recommendations be laid on the table.

The motion was seconded.

MR. W. M. RICHARDSON: I rise to a point of order. We have with us the Government official who has done all this work and attended all these conferences and worked with the committee. As Mr. Reynolds has stated in his report, the proper thing for this convention to do is to propose this legislation, and not wait for a time when the officials in Washington suggest the legislation. My idea is these reports should be considered carefully and that we should express to Washington our judgment of what these grades should be. I think the motion is entirely out of order.

THE PRESIDENT: The chair will rule that the motion is in order.

MR. BALDWIN: May I reply to the gentleman who has just spoken?

THE PRESIDENT: Mr. Baldwin has the floor.

MR. BALDWIN: As I understand it, the Government will not take any action framing different rules prior to an opportunity being furnished to the various parties interested to confer with the Government, and as I understand it, will take the present uniform grades as a basis for the starting of this investigation. I do not believe we are in any danger of the Government adopting drastic rules which will in any way change specific rules as to grain, until we have had an opportunity to make ourselves clear. It seems to me it would be folly for the grain men who are here, outside of the committee—the committee have undoubtedly made a great deal of investigation and are more familiar with the situation, but for the body of us to take snap judgment on a matter of such importance, I consider, would be suicidal, at least to some interests. It couldn't be definite, could not be conclusive or satisfactory, and I beg to renew my motion that the matter be laid on the table.

MR. CHARLES T. BALLARD of Kentucky: I know a motion to lay on the table is not debatable, but I only want to say I don't think we have anything to fear from the Department in Washington on account of any move we might make to improve the quality of the goods we handle [applause].

MR. SAGER: I wish to second the motion of Mr. Baldwin.

MR. COFER: I think the convention ought to hear from Dr. Duvel, who is present.

THE PRESIDENT: I will ask the convention if they now wish to hear from Dr. Duvel?

Cries of, "Yes."

MR. BALLARD: I rise to a point of order. You have already held discussion was out of order. The arguments are made with the presumption that the Government is going to take charge of and establish standard grades, and the object of the motion is to wait until the Government does so. I rise to the point of order that this committee, or this convention, is not at the present time prepared to say they want the United States Government to take charge of the inspection and grading of grain.

MR. CULVER: I would like to ask the mover of the motion if he means the entire report, or just the corn section?

MR. BALDWIN: Everything with respect to the changing of the existing grades of grain.

MR. CULVER: Then wouldn't that cover the "Dark Hard" grade offered by the committee?

MR. BALDWIN: I don't think I get that.

THE SECRETARY: The invitation to Dr. Duvel to appear on this program has nothing to do with this motion, as I understand it. He is to be heard anyway, and if the motion prevailed to lay this particular proposition on the table, it doesn't deprive Dr. Duvel of appearing on the program.

Cries of, "Question."

MR. KINNEY: I move you that we suspend the rules at this time and hear debate on the subject of tabling the report of the committee.

The motion was duly seconded.

MR. SAGER: I rise to the point of order that a motion to lay on the table is now pending and is not debatable, and must, under parliamentary procedure, be voted upon.

THE PRESIDENT: I hold the point well taken.

MR. KINNEY: I do not believe the gentleman's point of order is well taken. I think the convention has the privilege at any time to change a rule that interferes with the conduct of its business, according to the vote of the majority of the convention. [Applause.]

A MEMBER: How can you decide whether you have a majority?

THE PRESIDENT: The chair will decide that you

will determine whether you have a majority by the vote on the motion to table.

MR. RILEY: As we approach this vote, I desire to know how we are to vote. There are state associations here by representation. Do we understand they are permitted now to vote according to that representation, or is the vote to be individual?

#### HOW TO VOTE ON ROLL CALL.

THE SECRETARY: On the *viva voce* vote you will vote "aye" or "nay" as it suits your pleasure. If someone calls for a division, then you will vote your constituency; the votes you are entitled to under the rules of the Association. If the *viva voce* vote is decisive, then it would be a waste of time to call for the ayes and nays. If it is not, then all the people who are not members will be cut out of the vote; the vote shall be confined to the vote of the members and affiliated associations according to the roll.

MR. RILEY: I can't agree with that. That would absolutely deprive the representative vote if the vote was decisive. Now, if the affiliated associations are entitled to vote our representation here, we are entitled to vote in the first instance, and it is absolutely necessary to call for the vote in such a manner as to develop that. A *viva voce* vote doesn't do that. I wish to make the suggestion, representing one of the affiliated associations, that we are prepared to vote by representation, and, therefore, it is necessary for this vote to proceed in such manner as to develop that right.

THE PRESIDENT: The chair will demand a roll call by states.

MR. GRIMES: That will take about three hours.

MR. KING: It seems we are getting into a position that is going to be bad for this Association. I don't want to go into an argument on this matter, but simply wish to say I think it is very bad policy for this Association to come here and make a motion that relegates to the table matters of this kind without discussion, matters which are of such vital importance to every member of the grain trade. [Applause.] We had better thresh it out here and get through with it; either adopt what the majority report calls for, or what the minority report calls for, rather than go away from here with a feeling of ill will in our hearts against the Association for gag rule methods imposed. [Applause.]

THE PRESIDENT: A member has called for the roll and the roll call is in order.

MR. KING: I move that we dispense with the roll call and revert to the original question.

#### A QUESTION OF GOOD FAITH.

THE PRESIDENT: I don't pretend to be a parliamentarian, and I am not here for any gag rule, but if you will excuse me, I want to make a statement. I went to Washington last March representing the Grain Dealers' National Association, and I had the honor of presiding at that meeting. We called on the Secretary of Agriculture and the Secretary of Commerce and Labor, and they very cordially received us and heard our complaint. Now, they said that the way the situation was at the present time they would ask for an administrative order so that we could move our grain at that time, and the committee spent a whole day threshing out this very thing you are talking about now, and they brought in a unanimous report. That unanimous report was signed by every member there—71 all told, I believe. Those men represented the Farmers' Grain Dealers' Associations of Illinois, Minnesota, Iowa, and the state associations of Iowa, Illinois, Minnesota, Ohio, Indiana, Michigan, Texas, and all the exchanges of this country.

Now, it appears to me we are repudiating what all these men did in Washington, if we at this time do anything that will cause the Government to feel we are usurping that power which they may think they possess at the present time. Mr. Duvel told me that at present they are not prepared to make any definite standardization, but are working on one, and within a few months would have one prepared. I am giving this to you as a fair statement; and it is up to the convention to decide what you want to do.

MR. KING: In connection with that the resolutions committee have approved of and there will be submitted to this convention a resolution reaffirming the position the grain trade bodies took in Washington, and recommending the Government to establish standard grades and such supervision of those standards as will insure the carrying out of the work of the Department. You will not counteract the work in Washington by acting on the modifications of these grades proposed here in the minority and majority reports.

MR. METCALF: There are a great many organizations in Washington that extended us a great deal of help. Those organizations are not represented in this body; and, gentlemen, I believe as a courtesy, if nothing else, this body ought not go outside of these people who gave their assistance in Washington. There is one word in the English language which when used is most reprehensible and repulsive, and that is the word of "repudiation"; and I think if you take any action at this time, if you don't repudiate, you at least cast a blight on the action at Washington, and I trust you won't do it. I



believe it is an inopportune time. We have placed ourselves on record at Washington by signing the resolution introduced there and passed unanimously; and I think to go back on that would be to take a step backward. Let us play fair with the Government and with those farmers' organizations who gave us valuable assistance at that meeting.

MR. COFER: I happened to be one of the delegates to Washington and I want to say that with all of their delegates, only three or four Southern or Eastern people were at the meeting. I don't mean to say the Western delegates did anything they wouldn't have done if we had more people there, but it seems to me the practical grain men are the men who know how to handle this situation. We are willing to have the Government advise with us and tell us what we ought to do, if we are not competent ourselves, but it seems to me this is a matter that ought not to be left to the Government.

MR. METCALF: I understand the Government is going to consult with the grain interests.

MR. COFER: How long will it take them to do that? It would perhaps take the Government a period of a year and a half to determine this question which ought to be determined in about fifteen minutes by practical grain people. I don't want to do anything to upset the Government, or what the grain people of the West have done, but I say to you real frankly, the South and the East are certainly entitled to consideration. I am frank to say if these sections had been better represented at Washington the result would have been different. Let me state right here the remark a Western grain man made at that meeting. The situation was such that we needed some let up, and I voted for that resolution, but we did it to help the West out. Now, we feel the West should come to the rescue of the North, South and East.

The gentleman made the statement there were then some several hundred thousand bushels of corn then standing in Western elevators that would get out of condition for shipment if the Government didn't give relief; and the relief was granted. The corn was all moved, and that bad corn was gotten out of the way—I think I have some of it in the room; but for Heaven's sake let us try and get together on a satisfactory basis. You are dependent on the North, South and East to a certain extent for your trade; and if you don't give us what we buy and can use, then it is only a question of time before you will lose your trade. It doesn't make any difference to the West whether I stay in the grain business or go out, but speaking for myself I can make more money out of Norfolk real estate, and I have made more in the last ten years than I have made out of the grain business. But if I have to continue buying No. 2 corn and receive No. 4 corn, which is an absolute loss, I would be very much better off to go into the Norfolk real estate business.

MR. JAMES F. BUCKNER, Jr., of Louisville: Referring to the statement of what occurred at the Washington meeting I like to ask you to state to this convention if one of the Cabinet members present, the Secretary of Commerce and Labor, did not express grave doubt as to the power of the Government, under the Pure Food Law, or existing legislation, to take charge of this matter—to take the matter up?

THE PRESIDENT: In its natural form. We have the report here.

MR. BUCKNER: The question will undoubtedly be raised as to the power of the Government to do it; so that if this convention takes no action on a matter that is so important to the members, how long will we have to wait until it comes to a point where we can act?

MR. COFER: The gentleman did make that statement, but there was a division of opinion on the matter. But if we cannot get our protection from the grain dealers, or from the Government, where are we to get it from?

#### A POSSIBLE COMPROMISE.

MR. LEONHART of New Orleans: Wouldn't it be well to hear the resolution Mr. Cofer desired to offer, so that we could have an appeal in the event any mistakes were made in the inspection. If we were to delay this matter and wait on the Government, the South, or buyers of grain, could then have relief from faulty inspection. If you give us that much protection, we can probably get along a little while longer and permit the rules to stand as they are.

THE PRESIDENT: If there is no objection we will hear Mr. Cofer's resolution.

MR. COFER: In view of the situation, we are perfectly satisfied to let the matter stand providing a resolution of this kind goes through. While we would like to have had an improvement, still we don't want to do anything that will interfere with the work started. I believe that while the grades are too low, we have not been getting such corn as we should get under the present grades, and if we can have some further safeguard thrown around the inspection departments and only get what we buy we will be a hundred per cent better satisfied at this time.

[Mr. Cofer then read a resolution providing for a standing committee on inspection appeals. See resolutions later on.]

I have been led up to this point by reason of a letter I have here from Mr. R. P. Kettles of Chicago in which he claims there was a mistake made in a carload of No. 2 corn that should not have been sent out, and that he had referred the matter to Chief Inspector Cowen, Chicago, and I would hear from him; but that is the end of it. I have never heard. I bought this corn on official terms and as an extra precaution I had Mr. Kettles' approval. This is just one car of many. I could cite a dozen cases.

On these four cars I lost \$75, have no redress whatever, and never have had the courtesy of a reply from the Chicago inspector.

MR. RILEY: I assume we are going along informally now. For the purpose of getting the matter



J. H. COFER, Director.



JOHN B. BAKER, Director.

before the convention, let me suggest that the motion now pending be declared passed by unanimous vote. It can be taken up again immediately following the action on that. It appears to me the suggestion Mr. Cofer offers is a very good one. It will not interfere with anything pending in Washington, will not interfere with anything in our history, and leaves us to take up this question later.

MR. LEONHART: I don't think we ought to act too hastily. While I agree with the resolution Mr. Cofer has offered, I think it should be well thought over; and I suggest that it be referred to the resolution committee and let them give all sides a hearing, and report to the convention tomorrow.

MR. FELTMAN: I would like to ask Mr. Cofer if his resolution reads, "have a claim against the inspection department of said market?" I don't see how you could have a claim against the inspection department in Chicago, with State inspection.

THE PRESIDENT: The inspector gives a bond.

MR. COFER: We are willing to make it any way so that we get protection. I don't want to work a hardship on any inspectors, but I am trying to pro-

tect the inspector that is doing his duty and at the same time trying to protect ourselves. So the honest inspector will not object to any resolution of this kind. Any market that wants to turn out good, honest grain based on uniform grades can offer no objection to this resolution. The inspector ought to be held responsible for his mistakes because we have to pay him. He is under bond and draws his salary as we draw our salaries from our firms, and therefore, he should be responsible, or his department should be responsible. We should have the protection.

MR. DENNIS: I am going to ask that our friend withdraw his motion to lay the report on uniform grades on the table for the reason it is causing friction. If he will withdraw that motion and make a motion to refer it back to the committee, I think there will be better feeling.

MR. ZORN: Was it not the understanding at the meeting in Washington that this matter would be brought before this convention and thoroughly discussed at this time?

THE PRESIDENT: No, there was no mention made of that at all.

MR. ZORN: I think the Southern delegates understood the matter was to come up here for discussion.

MR. S. W. STRONG: The understanding was that when the Government got ready to issue its standardized rules, they would invite the grain trade to thoroughly discuss the proposition with them.

MR. BALDWIN: I would like to make a little explanation of the thought behind the motion to table the report of the committee. It was not from the idea of backing up any certain interests, although as a country grain shipper, if the resolution were submitted paragraph by paragraph, I should have to vote against many of the changes. It is almost impossible in the winter season now for country grain shippers to get anything but a bare percentage of their corn to grade. Now, some of the people who have spoken didn't seem to have much difficulty about the quality of the grade covered by the rule, but with the interpretation of that rule and the action taken under it by the inspection department. There might be as much dispute and loss under that new and changed rule as under any existing rule. Therefore, the resolution of Mr. Cofer would act as a brake on the inspection department's abuse of the grade that exists; and I understand that is what they want.

It has been said this is an attempt at gag rule. I am not in politics, or in favor of the "steam roller"; but it does seem there are a great many interests, important grain markets, who are not represented here at all. This matter affects a joint industry—a joint number of people, and it doesn't seem to me these proposed changes, which haven't been published so that those interested could thoroughly study the proposed rules to see whether a market was in favor of or against them, should be adopted at this time. Inasmuch as the Government proposes to call into conference others interested besides those present here, it might more properly be brought before the regular grain trades council, who bring in delegates from these other associations.

THE PRESIDENT: The Government wanted to pay the expense of the delegates to the conference and were unable to get the appropriation and delayed it; but they hope in the next few months to be successful in getting the appropriation.

MR. BALDWIN: It all leads to the conclusion that any action taken here would be temporary, and with that thought in mind I suggested that it be laid on the table.

THE PRESIDENT: Are you willing to withdraw your motion with that understanding?

MR. BALDWIN: With the understanding that it is referred back to the committee, I will withdraw it.

MR. GRIMES: I move that the whole matter be referred back to the committee.

MR. BALDWIN: I second the motion.

A vote being taken the motion was unanimously carried.

MR. LEONHART: I move that the resolution of Mr. Cofer be referred back to the committee with the request that they report here tomorrow morning at 8:30.

The motion was seconded by Mr. Riley and it was unanimously carried.

THANKS PRESIDENT JOHNSON.

MR. GRIMES read the following resolution which was adopted:

RESOLVED, By the Grain Dealers' National Association in convention assembled at Norfolk, Virginia, this third day of October, 1912, that the thanks of the convention be extended to Mr. L. E. Johnson, President of the Norfolk & Western Railway Company, for the able address on "Railroad Building, Service and Revenue." The members of the convention were particularly impressed with the able manner in which the subject, so important to the shippers of this country, was handled. We are able to gather from his remarks situations that now exist that were entirely new to many of our members, and the unbiased manner in which they were expressed by him added to the respect and confidence that should be given to all officials of important railway companies.

In handling the subject of expenditures and revenue, Mr. Johnson surely demonstrated to our



members the necessity of giving support by our organization to many of the suggestions made by him, especially those of regulating freight rates; and it is the consensus of opinion of our organization that previous to further legislation that will hamper in any manner the railroads of this country, so as to be detrimental to the shipping interests, Congress should make a further examination and base its actions and the actions of the Interstate Commerce Commission upon actual facts and not upon hearsay and complaints that have emanated from sources that are not justified. In all of Mr. Johnson's remarks a spirit of fairness

was shown, and in that spirit it was fully demonstrated that the railway companies were only too willing to meet the shippers more than half way in order, if possible, to relieve both from the many legislative acts that are now the cause of complaint; and, be it

RESOLVED, That a copy of Mr. Johnson's address be published in the grain journals and notice thereof sent to each and every member of our organization, as we consider the address one of the most intelligent, from both the shippers' and railways' point of view, that has ever been delivered before our organization.

## A NEW FACTOR OF INSPECTION

ACIDITY IN CORN—WHERE IT ORIGINATES—HOW IT IS DEVELOPED AND ITS EFFECTS—HOW TO PREVENT THE FORMATION OF THE POISON.

THE PRESIDENT: I have the pleasure of introducing to you at this time a gentleman who has a subject of very great importance, "The Acidity Test." Gentlemen, Mr. E. J. Watson, Commissioner of Agriculture for the State of South Carolina, Columbia, S. C.

MR. WATSON was greeted with applause. He said:

Mr. President and members of the Grain Dealers' National Association: You don't know what an honor I feel it is to come up here and have an opportunity to meet you men who represent in trade and in commerce probably the greatest of all American interests except cotton. I come from the scientific side of it; you come from the practical business side of it. I was glad when I came in this morning to find you were here discussing co-operation with the Government in handling one of our greatest interests for the common good of the common country. [Applause.] I almost feel like a fool to come here and endeavor to tell you men who have spent a life time at it anything about corn, because corn is all I will talk about. The other day in our State—we have this Boys' Corn Club there—I went up to one of the little boys out in the field. He had about as sorry and mean a little crop as I ever saw; and I said to him, "It looks to me your corn is mighty little." And he said, "Yes, sir, 'course it's little; I planted a little variety." I said, "Yes, and it is yellow, too." And he said, "Certainly it's yellow; I planted yellow corn." And I said "It doesn't look as if you are going to get more than half a crop." And he said, "Certainly there isn't; I planted on halves." I said, "Johnnie, you're too smart; there isn't much between you and a fool." And he said, "Certainly there isn't—just a fence." And I have felt like a fool ever since.

But this is a serious matter. Tomorrow morning, in this country, in another city [Columbia, S. C.] there is to assemble the "Tri-Annual Conclave on the Tests of Pellagra," which is going to be attended by men from all over the world, even from Roumania, from South America and from Italy, and from everywhere else, to try to wipe out this dread scourge, which, so far as we know, is due to spoiled corn. That meeting is held in the effort to get at the basic foundation of that trouble and is going to have some of the most brilliant minds in the world there to work on it. I am here to tell you today, and I know pretty well what is going to take place, that there are going to be more or less startling developments connecting King Corn with it, and in that matter you are vitally interested; your business is vitally interested. It may not appear to you so now, but the time is rapidly coming when you are going to have to recognize that phase of your business, and get at it in an intelligent manner.

I said I am glad to see the Government and you men getting together. I am one of those public officials who believe in the fullest co-operation with every national association that is handling a money proposition such as yours. I was one of the first chemists in the South to literally adopt every standard this Grain Dealers' National Association has put into effect. [Applause.] I put it in without fear or question, because I wanted to co-operate with you; and I wanted to see your co-operation accomplish the results of honesty in the trade. I want to see you yourselves drive the dishonest men out of the business. We are operating your grain standards today and we are operating the uniform law that was recommended by the chemists of the United States on all kinds of seeds; but we have gone one step further though, gentlemen, we have adopted the acidity test to tell when corn is spoiled, accurately and definitely, to the extent to be unfit for either animal or human food. That is one clause in the law that isn't uniform in other states. I had it put in there, and I had it put in because I had had the opportunity in the European countries, where maize is the bulk of the food stuff for both man and beast, to see what is being done there.

We didn't know anything about the acidity test. We had no idea in this country what it amounted to. Austria had to put it into effect as a governmental measure. Italy has had to put it into effect. When we started to work with corn the thing had gotten so bad down in my part of the world, the shipments had become so bad, that something had to be done to put a stop to them. When I came back, after first-hand study and seeing the effect of the consumption of spoiled corn products abroad, I had it written in the law. I put it there; and I put there a minimum of test of 30 cubic centi-

meters of acidity to be shown for any kind of corn, no matter what the so-called grade, that is going into consumption. In other words, it has been proved dangerous. And I wish every corn dealer, every shipper of corn, every grower of corn in America, would get Alsberg's Bulletin No. 199, issued by the Federal Government, on the acidity of corn, and study it carefully.

We have had all kinds of trouble with corn, and we put that test in, one of the first things in connection with your system of grades, and it stands on my books that way today. Eighteen months ago we began examining corn on that basis; and



E. J. WATSON.

I want you to understand right now that our efforts for nearly two years in this investigation have shown beyond any question that rotten corn and spoiled corn are two entirely different propositions. Most people think that rotten corn is bad, that is, all bad; that it will run high in acidity, and is dangerous; that it has the toxic poison in it. It hasn't. Pure rotten corn does not have it. What it has—and I will not enter into a discussion of it today, we have identified it—are two or three fungi that are found in the heart of the corn. The heart of the corn is a living organism. We have identified in your Western corn, in your Middle Western corn and your Far Western corn, and even in some Southern corn, as many as five of these fungi. They go into combination only when growing on corn. They grow on a good many other plants, but they go into combination only when growing on corn, and absorb toxic substances from which the toxic poison that is dangerous in corn is developed. That means the green heart that you see in a grain of corn. It does not mean, for instance, that if you have a No. 4 grade of corn, or, as some of you were talking here today, a No. 5 grade of corn, it doesn't mean it is going to be high in acidity. The rotten grains don't amount to anything from that standpoint. The only danger would be just the same as if you as a human being were eating it the same as you would eat any other rotten foodstuff; but in the so-called higher grades that look all right, this green fungi have begun to form and the poison is there. You put it through the process, an exact chemical process, that gives you an exact result every time, and you can extract from it and distill the poison, and it will test out every time, a simple process that you and every man can put into operation in his own business, do it easily and without cost.

Last year at the National Pellagra Conference we took some meal out of the open market, made from corn of that description, distilled it out, administered just one-fourth of a dram of the distillation to the biggest and gamest rat you ever saw in your life, and the rat was as dead as a mackerel in ten minutes. That toxic effect follows on through the meal. There is no use to mince words about it; it

is equivalent to selling deadly poison to your brother man for him to eat,—finally turns him insane, and then kills him. You can go to the Illinois Insane Asylum and all over this country where corn products of that description are consumed, and there find out what the result is.

So that is what, among other things—not regarding animal life at all, although blind staggers in horses have been traced directly to it, and the death of the hog—the responsiveness of the hog's stomach being as delicate or more so than a man's, and the deaths of thousands of hogs are directly accountable to it. I say that situation is such as to make you stop and think what acidity means.

I have said that rotten and spoiled corn are two different things. We have some samples here today from the open market that we are going to show you, where the acidity runs not with the degree of rottenness, but rather with the degree of spoiled grains that are there. You cannot take the spoiled corn and mix therein a small portion of good corn, without sending that toxic fluid on through the product.

Another thing, this matter of grades: We have never yet, in all of our experience, encountered a genuine sample of corn that would grade under your rules, a liberal grading—we have never yet found a single No. 2 corn that ran to the danger point in acidity; we have never yet encountered a single genuine No. 3 when subjected to your standards, that has ever proven to be dangerous from the standpoint of acidity. We have found it in a number of samples of No. 4.

THE PRESIDENT: You mean No. 3 corn as to cob rot and as to moisture test?

MR. WATSON replied:

Everything included in your standard. I am glad you mentioned moisture. The moisture test, by the way, when it gets to the market, doesn't amount to very much. My correspondence with most of you shipping corn shows you lay great stress on moisture and heating in the car. The relation of moisture is simply this: moisture back in the field, before that corn is taken out, naturally, essentially, is the basic foundation of the formation of the fungi. When you ship that corn, it doesn't take on any additional quantity of moisture, as a rule, when it reaches its destination in the South, if coming from Ohio, for instance. What it does do, when the moisture is there and the heating process is there, is nothing more nor less than the feeding and development of the fungi, and the increasing of the toxic fluid in the corn. It is a noteworthy result we have obtained, that in practically all of the samples we have ever examined, the moisture content has been almost nominal, even when the acidity was running to 90. Another thing about corn is that you can take it off the market; put it to the acidity test; get a fixed result, say 68; bottle it up; seal the bottle; wax the top of it, and keep the air from it, and you can go back to that same corn a year and a half or two years afterwards and put it through the same chemical process and you will get acidity with the result, showing that the toxic poison is there.

With corn meal it is a different proposition. When it is ground up meal is a compact mass, and the moisture is held much longer. The result of our experiments has been that when sealed up, if it ran high in acidity, we would find upon examining it later that the acidity had increased. It increased while the moisture was feeding the fungi and not being thrown off in the air. With cracked corn you cannot by cracking corn and mixing it with a dozen different things in a mixing vat, wipe out that poisonous fungi, any more than you can wipe it out by grinding it up into meal. It is there.

We are now beginning a system of examination of corn that goes into the mixing vat through that channel. The greatest Italian author on Pellagra has been experimenting this year with the same poison on human beings, while we are working with rats and guinea pigs, and he has universally found that when a man is affected, whose system is impregnated with toxic poison, the minute he is given a dose of this fluid drawn from corn or corn meal obtained in the open market, reacts and reacts in a very few minutes; whereas with a healthy man it shows no effect.

We have endeavored to combine the practical and the scientific, with a view to the protection of the human resources of this country, and I believe, Mr. President, that you in your Association are just as much in favor of the cause of preservation of the human resources of this Nation as you are of any other matter, and I believe when you gentlemen finally get these questions placed squarely before you, you are going to begin to look into them for yourselves. Can you do it? There are a great many mills grinding Western corn that is shipped into South Carolina, on our border line, grinding it into meal and shipping it into the State. I have suggested to these men that they put in a little acidity tester for the corn they were grinding into meal. What has been the result? They have tried it voluntarily, and it has scarcely cost them a thing; and the result of it was that about eleven months ago, when we began to examine the meals being sold in South Carolina, 90 per cent of it was unfit for human food. We can examine it all over the State now, on any given day, and there is not 10 per cent of it found.

In 1910 we took off the market only sixteen shipments, aggregating 3,000 bushels, in order to enforce the law; in 1911 we took off less than 5,000 bushels, and I permitted nearly every man, upon a sworn affidavit that it wouldn't be returned into South Carolina, to take it out of the State so that he would not lose on it. Of corn of the samples that we examined in that year, 24 had to be condemned, and only nine were found good. That was just when the law was beginning to operate. Dur-



ing the present year we had samples from Tennessee, Virginia, Ohio, Kentucky, Indiana, Missouri, Georgia and South Carolina, and out of 50 samples, as a fair average, only 23 had to be condemned, 27 being found good; in other words, we condemned about 75 per cent—I didn't condemn it—I mean we found it bad, and allowed them to ship it out. About 75 per cent of the corn last year was found bad, dangerous and unfit for use, and we permitted it to go out of the State. This year, gentlemen, right now, even, at the tail end of the season, when the supposed bad corn ought to be coming in, before our own crop is on, we have found less than 10 per cent of the corn coming in that we have even to have any correspondence about, and it hasn't cost anybody a dollar. [Applause.]

A MEMBER: Does the high degree of heat stop the acidity?

MR. WATSON:

Nothing is going to stop it after the fungi have once formed. The fundamental trouble is in the field; and if this Association now would take proper steps, while you are here in this section of the land to start a campaign of education in the Middle Western country, from which the bulk of the corn that is shipped to the markets of the world comes, without any regard to anything else, that would make the farmer out there stop shocking his corn in the field and leaving it out there to absorb all the moisture from snow and everything during an entire year practically before you get it, you would never hear a word about spoiled corn. [Applause.] I represent the farmers, and I represent them in more capacities than one, not alone as their commissioner in my state, but I am president of the Southern Corn Congress, and I know them. They are the hardest people to pound anything into that I ever saw; but when you let that farmer know out there by that method of putting his corn up in field shocks and letting the snow of the fall and winter come on and then melt and start the formation of that poisonous fungi, he is ruining the reputation of the trade and is ruining his own reputation, and you arouse him out of his indifference, then you are going to get a purer product and you won't have to be bothered much about standardization in grain.

A MEMBER: Will he produce the same result if he leaves his crib uncovered?

MR. WATSON:

Yes. The way to cure corn is the way God Almighty intended it to be cured. When that plant was created, God Almighty put on it the best rubber raincoat that has ever been created. In other words, the shuck of the corn is absolutely moisture proof. When corn is in the field and the farmer goes and takes his fodder and tops off and leaves that stalk standing there with the ears on it, those ears gradually turn over until they hang downward; and when they hang that way, you can't get a drop of moisture or water in on the ear of corn. The air circulates from beneath, and you have a sound, cured corn. That is the way we are making our people do it now; and I have searched the State over to find any corn of high acidity. We run from about 8 to 12 c.c. These men in the West can do the same thing if they cure it in the field. That will cure your troubles.

On this acidity test, some one has asked how can he put it in. We can give you printed bulletins that will tell you exactly how to do it. If you haven't a young chemist from some school or university around, you can get your local pharmacist to do it, and it will cost very little. Some one asked about the time it takes to make a test for acidity. Ordinarily, it should be run 24 hours; but for your purpose, to determine whether the corn is dangerous and unfit for food, by shaking it continuously during the period, you can reach a definite determination within five hours' time. It occurs to me, if this Association would have them handle that test in that manner, it wouldn't be very long before you gentlemen would know exactly what you are shipping before you let it leave your point of business.

A MEMBER: Suppose this corn is cribbed with the husk on what would be the effect?

MR. WATSON: That would be all right.

A MEMBER: Do that in the manner in which it is done in Texas—cribbed with the husk on, and then make provision in the elevator, so that they can husk it and shell it and all?

MR. WATSON: Certainly, they do that. The great trouble is in the constant fermentation that goes on in the field. If farmers would stop that practice of shocking, in my opinion, 99 per cent of the trouble we encounter would be stopped immediately.

MR. WATSON then continued:

Now, gentlemen, I am not going to talk to you longer. You all want to get to that oyster bake, and I know what it is. I have been to one before, and wouldn't miss it for anything in the world; but while you go down there, and while you are in session here, and when you go back home, I want you to think over what is inevitable; because this thing is going to come squarely up to you gentlemen, and it isn't going to be very long doing it either. And I want to see this Association take the initial step to protect itself and not have the United States Government or State governments force it down your throat. You can do it; and I am here to tell you, as one of the officials in a State that buys as much corn as you can well afford to ship that far—in fact, I am always scolding them about buying such an everlasting amount of Western corn,—but as an official representing that State, I am here to tell you that we have other officials in this country who are not simply

trying to use what power they have to grind a man down because he is a manufacturer, but men who are a little bit above that sort of thing, and who want to co-operate with you and advise with you and give you the benefit of what knowledge they have been able to obtain and ask you to make use of it for your own protection. [Applause.]

A MEMBER: Does the drying of the excess moisture do good to the corn?

MR. WATSON: If the formation of the fungi has already begun, you may possibly arrest the acidity by that process; but even that is doubtful. The damage is done before you subject it to kiln-drying.

A MEMBER: If you have corn in which it has not



A. C. GALE, Director.



H. I. BALDWIN, Director.

begun, and you take the moisture out of it, won't that keep the corn better?

MR. WATSON: The taking of the moisture out of the corn will immediately arrest what damage is going on in the heart of the corn; but you can't stop by that process, or undo, the damage already done.

A MEMBER: Will damage come after it has been dried, if there wasn't damage there before?

MR. WATSON: No, sir; that would be utterly impossible. The very life of the fungi is in dampness. But, as I have stated before, excessive moisture doesn't show up in most of that corn.

MR. WATSON then concluded his address as follows:

Gentlemen, I want to thank you for giving me this much of your time. I know you are here to make this great business of grain, which is one of America's fundamental things, one of the bases of all our prosperity, better. I know you are here to do the best you can with it. It is gratifying to me to see that you are dealing with this matter of

grain standards, and dealing with it intelligently. If you desire, and you are unable to obtain Bulletin No. 199 from the Federal Government, write to me, and I will send you a bulletin on the method of determination of the deterioration of corn, that will give you every detail of how to begin the thing; and when you do that you will know you are not only protecting your own business, but you will know also that you are not taking the risk of poisoning somebody by a slow process and landing them in an insane asylum.

We have brought with us a line of samples of corn, most of which have come from the West, and which have been run through our laboratory and graded liberally according to your own standards. We have also brought a line of samples of meal from the same qualities of corn, together with the analyses on each. These samples will be left here until I leave, so you can see for yourselves the classes of corn that show certain degrees of acidity, the classes that are dangerous, and the classes that are not dangerous. These will be illustrative of what I have told you this morning. [Applause and cheers.]

As Mr. Watson had to leave Norfolk the same evening for Columbia, the dealers, who spent the afternoon at Cape Henry, did not see the samples above referred to.

Adjourned to 8:30 a. m. Thursday, October 3.

#### THURSDAY MORNING—FINAL SESSION.

The convention was called to order by the President at 9:30 a. m.

MR. McCORD: There seems to have arisen an emergency in the matter of payment of dues that should be taken care of. Article V, Section 4, of By-Laws says:

"Dues of the direct members shall be \$15 per annum, payable July 1st one year in advance."

For several years we have been going along, and as the time passes July 1st and we go after a man for his membership, if he pays he has lost part of the year. Very recently there has been some objection by new members coming in, saying that they didn't feel that they ought to pay \$15 a year and get only from six to eight months' benefit. While it is within the power of the board to amend this section, yet the By-Laws provide that the Association at the annual meeting should amend it; and in order that all may know what is being done, this amendment is brought up here instead of before the board of directors:

Amendment October 3rd, 1912: "Provided, that the dues of members admitted after this date shall be due and payable in advance on the first day of the month next following the month in which the application is dated."

The amendment was on Mr. McCord's motion adopted.

The reports of the committee on "Natural Shrinkage," of the hay and grain joint committee, and on demurrage were passed, the several chairmen not being present and having sent no reports.

#### REPORT ON TELEGRAPH AND TELEPHONE SERVICE.

THE PRESIDENT: We will now have report of the committee on telephone and telegraph service by Mr. Harry W. Kress, chairman, of Piqua, Ohio.

THE SECRETARY: We have a letter from Mr. Kress, apologizing for his absence, and enclosing his report.

THE PRESIDENT: The Secretary will read the report.

THE SECRETARY read the report as follows:

The committee on telephone and telegraph service since the Omaha convention has not heard from any member of the Association with any suggestions for the betterment of either the telephone or telegraph service, nor has any complaint of any kind been received. The chairman was not appointed until April, and he did not, therefore, have an opportunity of rendering as good service as he would have liked in the few months he held the office.

The grain trade is a large user of the telephone and telegraph service and the day letter has been found a great benefit; and those who attended the Omaha Convention will remember that Mr. Hibbard in his address promised that still further improvement might be looked for this year.

The Association advocated a reduction in telephone rates at the Omaha convention, and there is no doubt that the debate which followed Mr. Hibbard's address resulted in much good, as the wants and desires of the grain trade were put before the representatives of the telephone and telegraph service in a very practical way; and your committee would call attention to the following invitation for grain dealers to make suggestions for the benefit of the telephone service:

"We invite at all times your suggestions for the benefit of our telephone service. We assure you that they will be carefully considered by us; and we also assure you of our continued endeavors to provide for you and all of the American public, the best possible telephone services in our exchanges."

Your committee has introduced an innovation in the matter of furnishing market quotations and this with a view of giving members no excuse for not attending various sessions of the convention. In previous conventions members wandered away to boards of trade and, as Mr. Hibbard expressed



it, you can listen with one ear to the ticker and the other to the proceedings of the convention.

During the year Postmaster General Hitchcock advocated Government ownership of telegraph service, but it has been demonstrated that private service is much ahead of Government ownership, and nothing has been heard of the Secretary's plan recently. President Taft's views on this question are apropos:

**"WHY GOVERNMENT SERVICE IS NOT PROFITABLE."**

"Compared with private enterprises, no service rendered by the Government pays. None is conducted so economically, nor is this due by any means to a difference in wages. It is rarely possible to secure the enterprise, the personal interest in the service, the careful curtailment of expense, the unflinching scrutiny of product, which are well recognized essentials of success in private business. It is impossible to dispossess a very large number of the employees of the more or less unconscious feeling that they are working for a government which need not practice economy, which will not recognize exceptional service, and whose prosperity and certainty of remunerating its employees are wholly independent of the character of service rendered by such employees.

**"TWO MEN FOR ONE MAN'S WORK."**

"Even in the selection of the comparatively small number of employees in the Government service, it has been found necessary to eliminate that personal equation which contributes so greatly to efficiency in private business. For many years men were appointed to the Government service, not because of their fitness for the work to be performed but as a reward for their activity in the field of politics. Under that system it usually required two men to perform the work of one man, often more, and the greatest injustices were perpetrated, those with little or with diminishing political influence being required to render inordinate service to compensate in some measure for the indolence and inefficiency of those who were secure because of the extent of their 'pull.' To remedy this condition the civil service reform was instituted, with the result that foremen and chiefs of divisions are now obliged to accept employees designated by the Civil Service Commission as a result of competitive examinations."

A review of Mr. Beatty's report a year ago will show that Government ownership of telephone and telegraph companies in Europe has been very much of a failure. Our committees cannot advocate Government ownership of this service in the United States. However, the recommendations of the Interstate Commerce Commission as follows might be appreciated:

**"TO CONTROL TELEPHONE LINES."**

**"INTERSTATE COMMERCE COMMISSION RECOMMENDS ELKINS' ACT BE MADE APPLICABLE TO WIRE COMPANIES."**

"In the twenty-fifth Annual Report of the Interstate Commerce Commission, presented to Congress and the Senate just before the holiday adjournment, the recommendation was made that all telephone companies, telegraph companies, and cable companies in the country be made to come under the provisions of the Elkins Act. The Commission made a number of other important recommendations in their report which is a lengthy one, covering 97 printed pages. The recommendations in full are as follows:

"(1) That Section 6 of the Act be amended to require telephone, telegraph and cable companies to publish, file and post tariffs, and to empower the Commission to reject and refuse to file any schedule tendered for filing which has the effect of exceeding the number of supplements or the volume of supplemental matter permitted under the Commission's tariff regulations.

"(2) To make the Elkins Act applicable to telephone, telegraph and cable companies.

"(3) That the stimulus of requirement be applied to the long delayed progress toward the adoption of a uniform classification."

It might be stated here that the Western Union Company has now what is known as the Night Lettergram and also the Day Lettergram which have been a big advantage to the grain trade. The Postal Telegraph Company has only established the Night Lettergram but does not have any Day Lettergram in operation.

On investigation we have a report from the Chicago grain merchants, that they are up against an awful proposition in the way of getting any kind of satisfactory telegraph service, especially from the Western Union, and that anything our Association can do in overcoming this deficiency in service will be appreciated by the grain merchants in that city. It might be well if Mr. Gardiner B. Van Ness of Chicago, if present at the convention, would state something in regard to this condition.

We have the following from the Hon. Wm. J. Cary of the House of Representatives in regard to his Bill H. R. 3010, better known as the "Filing Time Bill." This bill has been favorably reported to the House unanimously by the committee on interstate and foreign commerce. [A copy of the bill and report were given in the report.]

Mr. Calder from the Committee on interstate and foreign commerce, submitted the following report (in part):

The Committee on interstate and foreign commerce, to whom was referred the bill (H. R. 3010) to fix the requirements governing the receipt, transmission, and delivery, and preservation of messages of interstate telegraph and telephone companies, having considered the same, report thereon with a recommendation that it pass.

"The purpose of the bill, as explained in the title, is to require telegraph companies to send with each message the exact time at which it was

filed for transmission, thus enabling the person who receives it to know how long it has been in transit. When a bill of like character was under consideration by this committee in the 60th Congress, it was opposed by the officials of the Western Union Telegraph Company on the ground that adding the filing time to each message would so increase the number of words as to entail a heavy pecuniary loss upon the company transmitting it. It was asserted for example, that "10:45 A. M." would increase the number of words in the telegram by six, an assertion that the author of the bill showed to be manifestly absurd. "Ten forty-five a. m." represents, as every person connected with telegraphy understands, six units, or one unit more than is contained in the average printed word. On the other hand "1 P. M." is only three units, or two units less than are contained in the average printed word. As a matter of fact, it would never be necessary to send the letter "m" whenever a. m. or p. m. were used, for the simple reason that this letter could be printed in the proper place on the receiving blank, thus still further reducing the number of units. The contention, therefore, that sending the filing time would cause the telegraph companies a severe pecuniary loss is shown to be unfounded. The legislatures of two States, Massachusetts and Maryland, several years ago enacted legislation of this character with gratifying results to the public and without the slightest embarrassment to the telegraph companies. The operation of these acts, however, is limited to the States in which they are in force, and it is desired, therefore, that Congress shall pass a law making its operation uniform in all the States. The testimony given before the committee shows that, with one exception every country in

Europe and America transmits the filing time with messages. The one exception is the United States, a country that is usually to the fore in every movement for moral uplift and for commercial and industrial progress.

"From a study of the testimony submitted, your committee is of the opinion that there is nothing in this bill that could work an injury to the companies engaged in the business of telegraphy and that it is so unquestionably in the interest of the public that its passage is herewith unanimously recommended."

Your committee believes that the Grain Dealers' National Association should stand back of Mr. Cary's bill and see that the same is carried through to a successful climax and hope that our Association will give it the proper endorsement.

In conclusion we wish to say that we believe that this committee has a great field of work ahead of it, as your chairman finds that the telephone and telegraph service, as it now exists in the United States, is anything but satisfactory.

He is sorry that he did not have the Chairmanship of this Committee at an earlier date for it would have given him more time to have prepared a better report.

Owing to pressing business at home it has been his misfortune not to be able to attend this convention in person and it is the first one he has missed for a great many years.

MR. BALLARD: I move that the report be accepted and filed, and that the resolution contained therein be referred to the resolutions committee, and the recommendations therein contained concurred in.

The motion was seconded by Mr. Bell, and unanimously carried.

## WORK OF BUREAU OF STANDARDIZATION

EFFECTS OF MOISTURE IN CORN—NATURAL SHRINKAGE AND WHAT CAUSES IT—ACIDITY—PLAN OF THE AGRICULTURAL DEPARTMENT AS TO STANDARD GRADES.

THE PRESIDENT: We will now have the pleasure of hearing from Dr. J. W. T. Duvel, Crop Technologist in charge of Grain Standardization, of Washington, D. C.

DR. DUVEL who was greeted with applause said:

Mr. Chairman, and Members of the Grain Dealers' Association: As I told several of the members yesterday, in talking to them privately, I came down here, not for the purpose of making an address, but to bring out some of the points we had brought out in our work on grain standardization at Washington. I want to say, in the first place, concerning the Department, that when the Department establishes standard grades, it is the intention of the Department that the grain men shall be heard before such standards are finally established. In addition to that, we are planning now to prepare sheets showing the principal factors to be taken into consideration, such as the number of grades, moisture contents of the grades, amount of broken kernels, cob rot, and the damage, the dirt, etc., and send one of these sheets to every grain man in the United States, whether he is a shipper, receiver or manufacturer, and give him an opportunity to express his opinion as to what these grades should be; and after we have these sheets in and tabulated and all the results correlated with our own work, then we want to get the representative grain men in to discuss some of these factors.

It was suggested yesterday that the grain trade could get together and fix these standard grades in fifteen minutes. The Department could do the same thing, perhaps not in fifteen minutes, but in the length of time it would take to write them out; but the Department doesn't intend to do it that way. We want, when we fix these grades, to have them on a basis that will meet the trade conditions, and not tie up the trade with a lot of impossibilities.

There is one thing in connection with uniform rules that I would like very much to see the National Association be able to control, and that is to see that the rules are lived up to. [Applause.] This, I presume, is an impossibility; but I am going to show you this morning, regarding the moisture contents a range in moisture contents in No. 3 corn, in each of the principal markets of the United States that have adopted uniform rules.

**MOISTURE CONTENT.**

Month.	Cars.	% cars with moisture above 19%.
November .....	18	17
December .....	75	30
January .....	235	64
February .....	186	68
March .....	117	66
April .....	130	19
May and June.....	124	All below 19%

This table represents, first, the receipts during the month of November. These were car receipts taken on track by our own man. During November there were only 18 cars, and 17 per cent of No. 3 corn ran above 19%, the 19% being the limit. During the month of December there were 75 cars, and 36% ran above 19%. During the month of January there were 235 cars and 64% ran above 19%. During the month of February, 186 cars, 68% above 19%. During March, 117 cars, 66% above 19%; during April, 130 cars 19% above 19%. During May and June, 124 cars, all running below 19%.

A MEMBER: May I ask where that was taken?

DR. DUVEL: That is a question I cannot answer. You will understand that, of course.

Now, to show you there were not other factors taken into consideration in the grading, that that

grading was practically on the basis of moisture, we have given the averages.

**OTHER FACTORS IN THE GRADING.**

Month.	% moisture.	% broken corn.	% damaged.	% other grains.	% dirt.
November .....	17.8	5.7	6.5	3	0.6
December .....	18.4	6.3	4.4	1	0.7
January .....	19.3	3.7	3.3	1	0.7
February .....	19.3	3.5	3.6	2	0.6
March .....	19.2	3.7	2.4	3	0.6
April .....	17.7	4.6	3.5	2	0.8
May and June....	14.7	4.4	5.7	2	0.6

During the months of November to June the average moisture was: November, 17.8; December, 18.4; January, 19.3; February, 19.3; March, 19.2; April, 17.7, and May and June, 14.7. This column represents broken corn, running 5.7, 6.3, 3.7, 3.5, 3.7, 4.6 and 4.4%. This is the average. The next column includes all damage—cob rot and heat damage. The No. 3 corn practically is under 5% except in November, May and June. The rules in the National Association, I believe, allow 10%. This (November) is undoubtedly old corn mixed in with the November corn. May and June is carried through the dangerous season here, when a lot of corn has become damaged. There is heat damage, I think, in this lot. In the next column we have the per cent of other grains, and in the last the per cent of dirt. In every sample the average is less than one per cent, 0.7 being the highest.

Somebody brought out yesterday the fact that Secretary Nagel stated at the hearing in Washington last March that he was very much in doubt whether or not the pure food law would apply to grain in its natural state. In that he may be correct. It is, however, a disputed question. But the difficulty with the corn that gets into the grain trade today is not with the corn in its natural state. This is corn, practically all of it, is from country points, the average dirt of No. 3 corn running less than 1%. It is the mixing that takes place in the elevators; and the farther it goes down the line the worse it gets, as you all know.

MR. BALLARD: Are those tables made from receipts as they came into the market where they were taken?

DR. DUVEL: Yes, these were receipts actually taken.

MR. BALLARD: Just as they came in?

DR. DUVEL: Yes, sir.

Now, I realize the difficulty of the National Association controlling those factors; and while we have data in a great many cases similar to that, we do not care to point out any particular market or raise any controversy along that line. What we desire is to improve and bring about better conditions in the handling of the grain.

Here is a diagram that I think will be of interest to the trade. It shows germination. It represents 1,538 cars of Chicago receipts. I say Chicago, because there is nothing in this that reflects against Chicago in any way. That line shows the germination in December for No. 3, 4 and Sample grades. The germination is decreasing during December. This is January, February, March, April [indicating]. This yellow line represents No. 2. In April we are getting in more No. 2 corn. This represents May, June and July. That [indicating] the Sample grade. The germination runs very low, the same as it does here. This applies to Chicago as well as to other markets. Here you have your Sample grades; the germination is very low. Here we have a little higher and there it comes down and compares with



this again [indicating]. [The diagram showed decreasing viability in May, and June like April, and July low again.] I bring this out, because there is a deterioration in the corn as we go along through the season—a deterioration that you can't get away from.

Now, you heard yesterday in Prof. Watson's talk of some very interesting work that South Carolina has been doing. We have likewise made a great many tests on acidity; probably in our laboratory have been tested more samples for acidity than all the rest of the associations and originations in the United States. This last year we tested something like 4,000 samples, and about the same number the previous year. The diagram shows you the increase in acidity. Here we have No. 3 corn, No. 4 corn and Sample grade. These are averages, this being 13 samples, 11 and 27. We have an average acidity here for No. 3 corn of 20, and also on No. 4 corn slightly less, and Sample grade runs about 22½. Now, here, in January, when the new corn begins to get in the market, we have a lower acidity.

There is only one explanation you can give for this, and that is this is old corn mixed in with the new, which shows high acidity. Later in the season, along in July, when the acidity begins to come up, this old corn is held over and mixed with the new corn and shows again in the receipts. At the same time these averages are above 20. Prof. Watson told you yesterday he condemned corn at 30 c.c. of acidity. Now, at 30 any grain man would call it rejected corn without hesitation. We have here in January increases in different grades. In March the Sample grades run higher. In April we show the No. 2 running back to an acidity of 15, while the Sample grade here runs a little more than 25. Now, when we get to July and take the acidity in the Sample grade corn, it averages higher than 30. If that corn went to South Carolina, it would be condemned; they would not allow any one to use it in that State. That represents only eight cars, however. Here is No. 4 which runs about 27½.

I will say on this acidity proposition and the damaged corn proposition, that we are now making a feeding test, or analysis, in co-operation with the Bureau of Animal Industry to show whether or not such corn is detrimental. We have what we call a grade of sound corn which is not very high class corn—which is not better than No. 3, at the time they secure it in the West. We have the cob-rot corn, and three grades of heat damaged. [These samples were on exhibition with the Inspectors' samples.] This corn was secured in this way: We went into Illinois in the early part of April and collected a representative sample of corn and took out a little more than 8 per cent of the cob rotten ears, and that cob rotten corn represents the dry feeding test grain. There was held in the crib about 200 bushels of corn on the ear to dry out until the latter part of June. One car load of the corn, after the cob rot was culled out, was shipped to Baltimore in a bulkhead car, the car divided into three parts, and left standing on the track until it got hot. The middle lot was 110° in temperature, and in the two lots in the ends of the car that stood there different lengths of time, the temperature went above 83°. The acidity of the samples will be marked on the samples. The heat damaged corn ran as high as 51 c.c. I think you will all be interested in seeing those samples. We are feeding that corn to sheep, hogs, poultry and cattle and horses. One of my men, just before I came here, was out where they are doing the feeding and said one horse has already died; but it is too early to say positively whether that is the cause of it or not. There are three of the sheep that I believe have died; but we do not feel like saying yet that it is due to the corn; but time will tell.

Here is another chart showing the acidity. Acidity, you know is a factor expressing degree of soundness. Here we have the sound corn showing the acidity and germination. The acidity here is a little above 15. In our laboratory we separate the sound corn, the slightly cob rotten and badly cob rotten, slightly heat damaged and badly heat damaged, and in this case we separated the cob rotten into three different grades. In the very slightest damaged corn the acidity runs up a little more than 25, and the germination drops away down. That is corn that would have in most cases graded as No. 3. The samples, in which these determinations were made, were put up to the Inspectors and graded as No. 3 corn. This next lot, the medium damaged, was graded under commercial conditions as a low 3 or a high 4, and the acidity in that corn runs above 35; in fact, it runs above 40 and the germination is down to practically nothing. In badly cob rotten we find the acidity runs less, but there is no germination at all. Prof. Watson brought that out yesterday. He indicated the badly cob rotten corn did not show such high acidity. This is because the increase in acidity comes in the germ, and in the cob rotten the germ is practically destroyed. With slightly heat damaged, we find acidity running above 37½, and in the badly heat damaged, it runs above 45. In connection with our work, the greatest difficulty, or the greatest problem, we have to determine is what should constitute No. 2 or 3 corn, or any grade of corn. If it is a question of corn that will carry and keep under ordinary conditions, that is one thing; if it is a question of having a grade that is uniform in all sections of the country, so everybody knows what that grade is, that is another thing.

The present limit of moisture for No. 2 is 16%, and No. 3 19% [In Illinois, 19.25%.] If it is for the sake of uniformity, perhaps that would be entirely satisfactory; but if it is a question of carrying quality and keeping quality, you know as well as we know that 16% corn and 19% corn will not keep in storage under all conditions; neither will 15% or

18% corn. We have had 14% corn get hot in our experiments. A good many of the trade that I have talked to think that No. 2 corn should be a corn that will carry in shipment or keep in storage under all conditions. If that is the case, it must go a good deal below 16, also below 15.

MR. CULVER: Isn't it a fact that there isn't any corn, it makes no difference what the moisture, that will keep this year, if put in large bulk—of the last year's crop?

DR. DUVEL: If it was dry enough, I think it would keep.

MR. CULVER: You would have to take out all moisture. I have had 12½ and 13 per cent corn go off quicker than 17 and 18 per cent.

DR. DUVEL: I don't think myself it is possible to put a grade or limit on No. 2 so that it will keep under all conditions, and I do not think that that is even necessary. But in all cases there seems a shrinkage. I noticed that the question of natural shrinkage was on the program for today.

THE SECRETARY: That has already been passed. The chairman is not here, and has not presented a report.

DR. DUVEL: I am going to show one or two charts covering some of our car experiments, as to what corn of different moisture content will do.

The table below represents an actual shipment [indicating] made in co-operation with the Balti-



OLD CAPE HENRY LIGHTHOUSE—BUILT 1775.

more Chamber of Commerce and the Pennsylvania Railroad. It was shipped from Baltimore to Chicago and returned.

#### NATURAL SHRINKAGE.

Car temperature.	% moisture.	% loss.
130	18.2	1.23 in movement.
120		1.60 on track.
110	17.8	0.30 in movement.
100		0.55 on track.
90	16.9	0.39 in movement.
80		0.59 on track.
70	13.9	0.06 in movement.
60		0.11 on track.

We had four cars, ranging in moisture content 18.2, 17.8, 16.9 and 13.9. One lot was shipped from Baltimore to Chicago and returned, and the other lot held on track at Baltimore. I am exhibiting this chart to show you the shrinkage is in proportion to the moisture content, and also that the temperature has an influence on the rate of shrinkage. In the first car, with the highest moisture content 18.2, the car shipped from Baltimore to Chicago lost 1.23%; the car that stood on the track at Baltimore lost 1.6%. With 17.8% moisture, the car shipped to Chicago lost 0.3% and the one on the track 0.55%. The car with 16.9 moisture lost 0.39% in transit, and 0.59% on track in Baltimore. The one with 13.9 moisture lost 0.06% in transit and 0.11% in Baltimore.

A MEMBER: How long was that in transit or in the cars?

DR. DUVEL: That was started on the 11th of May, and unloaded on the 1st or 2d of June. We planned to have them about ten days and ten days back, about twenty days in all.

MR. SAGER: Was the other car on track the same length of time?

DR. DUVEL: Just the same length of time, except there is a discrepancy of a couple of days.

This chart shows the temperature of the corn [indicating], these two charts here. The dotted line represents the cars on track in Baltimore, and the solid line the corn in transit. In the first case we had a shrinkage of 1.29 and 1.06, but you have a carload of heated corn, the temperature running

above 120, and in one case 130. Here are these other two cars with the next highest average. It was 0.30 and 0.55, where we have the temperature running up nearly to 100, in one case above 100. In this lowest lot the shrinkage was exceedingly small, and the temperature remained about the same throughout. We have made so far four of these experiments, and in our mind there is no question whatever but that there is a natural shrinkage in transit, and that the shrinkage increases with the increase in moisture content. That was with corn only; we have made no experiments with wheat.

Personally, I believe the railroads could help this corn condition as much as anybody else, if they would put on a higher freight rate on corn with a high moisture content. I will wager, if this were done, if the rate between Chicago and Eastern points were one or two cents higher per bushel or per hundred on high moisture corn, because it is a perishable product, that there would be considerably less high moisture corn shipped from the West. I realize the difficulty which the railroads might experience with such a proposition, but I believe it is entirely feasible. The railroad companies have every authority to do it, but they are not enthusiastic over the proposition.

MR. JONES: Is it not a fact that while there may be a loss in weight in some corn, there may also be a gain in weight in other?

DR. DUVEL: The gain in weight would be mighty small. There may be some cases, but as they handle corn, with the condition of the corn, there is very little gain in weight.

A MEMBER: You say there is a loss. What is it?

DR. DUVEL: We have made four shipments, and the average on all of these shipments runs about 3 per cent.

A MEMBER: Would it run that high on stuff that was cool and sweet at the end of the journey—that had not heated?

DR. DUVEL: No, I don't think it would. The loss is great on corn as soon as it gets heated. We have had losses of 250 to 300 pounds a day in a heated car.

THE PRESIDENT: Of course you haven't told the railroad people there is natural shrinkage, have you? [Cries of, "Don't you do it."]

DR. DUVEL: When we get sufficient data together, we will tell the facts regardless of whom it benefits. But I will say this, I think it is the practice of most of the state grain dealers' associations to take the matters up with the railroad companies. The railroad companies are entirely justified in refusing to pay claims for shortages on any car of heated corn.

A MEMBER: What if the corn got hot by reason of a leaky roof or something like that?

DR. DUVEL: That is a different proposition. An unusual delay in transit would be a different proposition. In that connection you can rest assured that a shipment of corn out of Chicago to any of the Eastern markets, if it gets there in a reasonable time and arrives hot and out of condition, wasn't in condition when it started. [Applause.]

A MEMBER: The loss in weight on that first car—that was at the end of twenty days?

DR. DUVEL: Yes.

A MEMBER: It wasn't dried out?

DR. DUVEL: No; but corn, when it begins to heat, will dry out. These losses do not include the loss in loading and unloading, which, of course, runs anywhere from 75 to 125 pounds to the car.

A MEMBER: What if it turned out that it burned out, due to delay in transit? What would you call delay?

DR. DUVEL: I should consider this, that anything from Chicago to an Eastern market that is in transit over ten days is an unusual delay. [Applause.]

A MEMBER: When corn heats, which constituent part of the corn goes first?

DR. DUVEL: In the heating of the corn we find the chemical analysis shows first that the oil is affected. About 80 per cent of the oil of the corn is in the germ. The germ is the living part of the kernel, and that is where the difficulty begins. The oil is then affected, and then we have what is called the enzymes. They are closely related to the germs, and are mostly in the hulls. We also find a decrease in the sugars and an increase in the acid. Of course, starch in most analyses is determined by determining the other factors and subtracting them from 100 and calling the rest starch. The method of determining starch is not very well developed, and it is a hard fact to determine accurately. They always have an error there of about 5 per cent; but starch apparently is the last factor to be broken down.

Now, in connection with moisture. The question frequently comes up about increase in moisture content during transit. You may have at the end of a shipment a carload of damaged corn that will show a much higher percentage of moisture. You may start a car out of Chicago with 19 or 20 per cent, and when it gets to an Eastern market, if that corn is deteriorated, it may show 3 or 4 per cent higher. But that isn't due to the absorption of moisture by the corn. It is due to the breaking down of the corn; the same as if you were to pile up a lot of weeds in your back yard. When you first pile them they are comparatively dry, and after they are left there a while you have one soft,



mushy mess. The same with corn. While your moisture percentage is shown there, you must not confuse that idea with the absorption of moisture in transit, because that comes from a different cause.

A MEMBER: You would say, then, that corn going from a comparatively dry section to a comparatively moist section does not necessarily take on that moisture in transit. That is one of the hardest points we have had in the whole struggle for uniformity. The people along the Seaboard, or in moist climates, claim the grain inherently takes on that moisture from atmospheric conditions in the locality. I have always claimed there was nothing in that argument; and when we have broken that down, we have broken down all the barrier there is to our getting together on uniform grades in corn.

DR. DUVEL: In all our experimental work we have never found a case, in shipments from the West—Illinois or Nebraska—to the Eastern coast or South, where corn took on enough moisture that you could make a determination in a moisture test that would show the difference.

A MEMBER: Inasmuch as you say corn does not take on moisture, it breaks down the claim of the railroad company that the increase in weight due to absorption is enough to overcome the loss in weight. That is the established claim of the railroad. To offset claims by reason of loss in weight they say corn going from comparatively dry to wet sections will take on enough moisture to offset that loss.

DR. DUVEL: I wouldn't consider that a good argument on the part of the railroad. Now, be sure you understand me. I won't make the statement that there is no absorption of moisture; there may be cases in which there is a slight absorption; but you can't get it in a moisture test.

A MEMBER: As a general proposition you maintain there is no absorption of moisture in corn in transit?

DR. DUVEL: As a general proposition. There may be cases in shipments between Baltimore and Chicago where we find the weight will fluctuate. Sometimes there will be a difference in weight depending on weather conditions. We have weighed cars on scales—and in these cases we had a steel scale—and we weighed the amount of moisture absorbed by the car itself, which we found to be 350 pounds in some cases. That was the moisture absorbed by the car in two or three rainy days. Now, checking off the amount of moisture absorbed by the empty car and taking that off of the loaded car, would show a slight increase in weight in the corn, but you couldn't get it in the moisture test. On the other hand, as soon as the weather cleared up that moisture evaporated again very rapidly.

A MEMBER: Have you made any experiments of the difference between Southern, Eastern and Western corn for moisture? In our experience we found in the spring of the year that corn raised in this section of the country, and from Maryland and Virginia, gives no trouble by getting heated in the germinating season, while we do have it with the Western corn. As a rule we can take corn that comes from Virginia and Maryland and that corn will keep all right, and if we can get a supply of that corn it is more desirable than the other in the germinating season.

DR. DUVEL: That is because that corn is nearly always dry.

THE MEMBER: I suppose it gets more thoroughly cured.

DR. DUVEL: We have worked very little with the Maryland and Virginia corn and the corn in this section, because it is a comparatively small factor from a commercial standpoint.

Here is another chart I want to show you very

briefly. Now, on this shrinkage work: In order to get some idea of what the limits should be in the various grades, at Baltimore last winter, we put on a hopper scale at the B. & O. Elevator, six loads of corn, approximately 500 bushels in each load, put it in the scale, and left it standing there, noting the shrinkage and the temperature.

Here [indicating on chart] we have the first lot of corn, 23% moisture. This corn was put in on the 3rd of March and on the 23rd of March the shrinkage was 0.78 and the corn was getting out of condition. In every case this corn was left in the hopper on the scale until the temperature began to show a decided increase and it began to get musty and sour. I think in no case the temperature reached above 100°. You know when corn gets heated it usually goes to 140° or 145°, and it must go above 100° before you get mahogany corn. In a very few days this corn with 20% moisture began to go out of condition and showed 0.78% shrinkage.

The next lot, with 21.6 moisture, followed a few days later with 0.28% shrinkage. The next lot with 19.4% moisture ran until the 2nd of May, with 0.27% shrinkage. And the fourth lot, with 16.8% moisture, went until nearly the 1st of June and ran 0.45% shrinkage. The fifth lot, with 16.1% moisture, ran until about the 11th of June with 0.21% shrinkage; and the sixth lot, with this percentage of moisture [indicating] ran from March 2 to July 6 with 0.32% shrinkage.

MR. JONES: On July 6th that corn was showing out of condition?

DR. DUVEL: Yes.

MR. JONES: Then in four months it got out of condition?

DR. DUVEL: Yes, that was running up in hot weather.

MR. JONES: 14.5 per cent moisture—was that No. 2 corn?

DR. DUVEL: Yes, that was a good grade of corn. Of course, that corn hadn't been handled in any way. It was kept in the scale all the time. But it shows that 14.4 per cent corn will get out of condition and won't carry through the summer.

A MEMBER: Those figures demonstrate to me the point the Southern markets are making, that corn having a high moisture content will not keep anything like as long as corn having low moisture content. In other words, 19.3 per cent corn isn't as safe as 18 per cent for keeping.

MR. BELL: Did the element of dirt enter into that, or was it all cleaned?

DR. DUVEL: We tried to have it all of the same cleanness and soundness.

MR. BALLARD: For the purpose of ascertaining whether some of us understand exactly what you said, when you said grain starting from the West and going to an Eastern market absorbed an amount of moisture, but that the amount of absorption was so slight that you could not arrive at the percentage of absorption—was that correct?

DR. DUVEL: Yes.

MR. BALLARD: Assuming a car contained 100,000 pounds of 19 per cent moisture corn started from the West for the East. That 19 per cent would amount on 100 cars to 19,000 pounds. There would be 19,000 pounds of moisture in 100 cars of corn that contained 19 per cent of moisture. 19 per cent of 100 is 19 and 19 per cent of 100,000 is 19,000. Therefore, if 100,000 pounds of corn starting from the West contains 19,000 pounds of moisture—I understand you to say the absorption from the West to the East is so insignificant that they had no means of determining what that absorption was; but you also stated that the per cent of moisture in the contents of that car was greater on its arrival in the East than 19 per cent. Therefore, am I correct in assuming that that was because of the deterioration of the corn itself, and that the same 19,000 pounds of moisture that was in the car of

corn when it arrived at destination was a greater percentage of moisture to the contents of the car, owing to deterioration in transit than it was when it started? You said there was an appreciable per cent of moisture more at destination than at point of origin.

DR. DUVEL: I said there might be. It depends on the weather conditions.

MR. BALLARD: But what I want to bring out here is that none of that moisture was due to the fact that there was more than 19,000 pounds at destination. There was 19,000 pounds started in that car. You said that some of your tests showed there was as much as 2 or 3 per cent more moisture at destination, showing up to 21 or possibly 22 per cent of moisture, but the same 19,000 pounds of moisture in a greater percentage of the contents of that corn when the corn has deteriorated in transit than when it started but there is no more weight there?

DR. DUVEL: In case you have corn that is deteriorating you might increase the actual per cent of moisture very materially. We have had cases where moisture content of 19 per cent corn, at the end of experiments, showed as high as 25 per cent. That is in case of heated corn. At the same time you are losing weight very rapidly all the time.

MR. BALLARD: That is what I want to get at. If there was 100,000 pounds in the car that started, of which 19,000 pounds was moisture, when that carload got to destination in the East there was not 100,000 pounds in it, although there was still 19,000 pounds of moisture, and, therefore, the percentage of moisture was greater at destination than at point of origin.

DR. DUVEL: Of course, when you have damaged corn arriving in a heated condition it is hard to tell what the conditions are; but when a car arrives cool and sweet, we have never found that the increase in moisture was sufficiently great in transit that you could determine it by a moisture test, although the weight in the car will probably show a little more; and that is presumably due to absorption. In our moisture test we can't get less than 0.1 of 1 per cent. You could easily absorb 0.1 per cent moisture and it would show in the total weight of the corn in the car, but it can't show in the moisture test, because we get a variation of that much in the test.

Now I had a case the other day, I think it was published in the "National Hay & Grain Reporter, where a man shipped a carload of corn at 19 per cent and it arrived at destination at 22 per cent, and he claimed that moisture was absorbed in transit, which, according to our experiments, is an absolute impossibility. That corn either contained more than 19 per cent when shipped, or else it arrived at destination in a wet and deteriorated condition. I thank you. [Applause.]

#### INVITATIONS FOR 1913.

THE PRESIDENT: There are two gentlemen here who would like to say a few words, and I will give them each one minute. We will now hear from the gentleman from Cincinnati representing the Chamber of Commerce.

MR. CULKINS, Supt. Chamber of Commerce: I rise to a question of personal privilege, and that is, "Were you ever in Cincinnati?" If you were never there it is time to go there. If you have been there, I say you ought to come back. I believe the Grain Dealers' Association is growing steadily and swiftly, and the next meeting is going to be one of the most important in the history of your organization, and for that reason it is desirable that you have this session at some central point. I believe that the city of Cincinnati represents that location. It is near to every line of trade that you should, if possible, have present there, because of the impor-



MEMBERS AND GUESTS OF THE GRAIN DEALERS' NATIONAL ASSOCIATION



tant matters which are going to come up and which will call for an expression from every branch of this business. I have here—I am not going to read them—invitations from the Mayor of Cincinnati, the President of the Chamber of Commerce, and the various organizations of Cincinnati, and hand them to your Secretary, and I ask you to come to Cincinnati. I ask you because we want you to come there. We want to show you what we have. We want to show you the tallest building in the world that is housing a grain exchange. We want to show you how we have advanced, architecturally, commercially and municipally in the last two years. We have ample accommodations for you. There is a new hotel there that will guarantee to you rooms, in a first-class hotel, with bath for \$1.50 a day up, and there will be no change in the prices on account of your coming there. I can pledge that to you personally. I am a member of the Hotel Men's Association of Cincinnati and I am in position to carry this out. There are lots of things I would like to tell you, but you can come down there and see them for yourselves. You will be in the same position as a little boy who took a note home from the teacher to the father which said, "Clarence talks a great deal." The father took some red ink and wrote at the bottom of the note, "You ought to hear his mother." [Laughter.] If you come to Cincinnati you want to come early and avoid the rush, because there will be a whole lot doing there. And this brings to my mind a story. Father O'Rafferty in his sermon on the "Hereafter," told his congregation how all the nations and classes would be grouped under one roof and they would all be judged and have punishment meted out according to their misdeeds. Pat listened attentively during the sermon, but he didn't quite understand it. So after the sermon he went to the good father and said, "Father, I want you to explain something to me. Did yez say everybody will be there?" And he said, "Everybody, Pat." "Will the twelve Apostles be there, Father?" "Yes, they will be there, Pat." "And will the saints and the angels all be there?" "Yes, Pat, they will all be there." "Well, Father, will the A. P. A.'s be there?" "Yes, Pat, they will be there, too." "Then will the Ancient Order of Hibernians be there?" "Yes, Pat." "Then all I've got to say is this: It's damned little business there'll be transacted the first day." And that will be your situation in Cincinnati. [Laughter and applause.] I thank you.

THE PRESIDENT: There is no question that he is a minute man. We will now hear from Mr. Leonhardt of New Orleans. [Applause.]

MR. LEONHARDT: Mr. Chairman, and members of the Grain Dealers' National Association: New Orleans has made many an attempt to get the Grain Dealers' National convention at New Orleans. I think I started out in 1902 and have talked myself hoarse at many a convention, but as yet without success. You have met in the Middle West nearly every time, but have made an exception perhaps, this time in coming East. I say you have come East, for Norfolk can hardly be classed as a Southern city. What we want to do is to extend the influence of this Association and make it a National Association not only in name but in fact, as well. Now, you haven't any membership in the New Orleans territory where we ought to be strong, and where there is an immense field for an increase in membership. I refer to Texas, Oklahoma, Kansas, and the northern part of Louisiana, and all around that district. We can get all these people lined up and you can draw them to a convention at New Orleans while they cannot be drawn elsewhere. You have had conventions in close proximity to all the other states; and I think it is time you give an opportunity to these people, who have not heretofore

attended the convention, to attend. Not only that, but I want to call your attention to another matter, the opening of the Panama Canal. The Panama Canal will in all probability be opened some time next year, and it will make a great big change in nearly every man's business, and every grain dealer will want to see for himself what is offered there, what opportunities are presented there for the administration of his business. I have placed in the hands of probably every delegate this morning a letter setting forth two trips into that territory, and I will thank you if you will read it. It is the most attractive proposition that has been presented by any one in that line. Now, don't think because this is cheap that on this account you will have very ordinary or common second class steamers. You will have the finest steamers that put out of any port going in that direction, and the service is simply excellent.

I do not believe that the location of the convention has anything to do with the attendance at same. It has been stated that on account of this convention being held in Norfolk the attendance has been small. I do not think this is the case. Take for instance Minneapolis. There is hardly a grain dealer present here although you have a very large membership, but these people would have come if it hadn't been for the unusual conditions which presented themselves in the handling of their wheat. I believe if the convention were later you would draw well anywhere. As far as New Orleans is concerned, we don't have to speak for it as an attractive place to come to. As far as hotels are concerned, we have ample room for everybody, and there will be no danger of a raise in rates. Our hotels have ample accommodations for a meeting place, or you can have a meeting place separate from the hotel, if you wish, because we have a special place built for conventions just across the street from the largest hotel there, the St. Charles. We will furnish you with all the market quotations right in the convention hall, and desire that you come there next year. I thank you. [Applause.]

THE PRESIDENT: We will now hear from Mr. Ryan of Cedar Point, Ohio.

MR. RYAN extended an invitation to meet at that well-known resort, the "Breakers Hotel," Cedar Point, Ohio.

#### REPORT ON TRADE RULES.

THE PRESIDENT: We will have the report of the committee on Trade Rules. Mr. Sager, of the committee.

MR. SAGER: I am not the secretary of the committee, but I have a letter from Mr. Paddock, the chairman, in which he has requested the Secretary to read his report. Following the reading of same I would like to present a resolution on behalf of this committee.

THE PRESIDENT: The Secretary will kindly read the report.

THE SECRETARY read the report as follows:

Gentlemen: I desire to express my sincere regret that I am unable to be present and take part in the business of the convention. The Trade Rules committee has not found it necessary to hold any meetings during the past year. The Trade Rules seem to be generally well understood by the grain dealers of the country, and the few questions that have arisen have been so ably and satisfactorily answered in most cases by our very courteous and competent secretary, Mr. John F. Courcier, that only a few cases have been referred to the Trade Rules committee for action.

Most of the questions referred to the committee have been in regard to "time of shipment" and when "shipping directions should be furnished by the buyer." On these subjects I heartily recom-

mend that uniformity in the Rules should be urged upon all the grain exchanges of the country and that a special committee be appointed at this convention to bring about such uniformity during the coming year.

I also recommend the following additions to Rules No. 6 A and B:

Rule No. 6 (A). "In the event that for any reason the buyer fails to furnish shipping instructions by wire the time of shipment shall begin from the date of receipt of full shipping directions by seller."

Rule No. 6 (B). "Sales made for specified number of days, on which the buyer is allowed three calendar days in which to give shipping directions, if for any reason the buyer fails to furnish shipping directions within the three days' time, the time of shipment shall be counted from date of receipt of full shipping directions by the seller."

I am heartily in favor of the recommendations made at the Omaha meeting in regard to the change in Rule No. 7.\*

In closing this very brief report, I wish I could be present to talk to you a few moments about Rules in general—trade rules, ethical rules, political, legislative and judicial rules, why some are enforced and others fail of enforcement, due almost wholly to the individual interpretation of them, and the living up to one's ideals of what the rules provide, shall be right between buyer and seller, between employer and employee, between man and man. The millennium has not yet been ushered in, but after over twenty-five years in the grain business, I am sure I can see that fewer men attempt to violate the terms of a trade on technicalities than formerly; that every dealer tries his best to live up to the meaning of his contract; and in no business that I know of are transactions of such volume and magnitude carried on by postal card, telegram and telephone with as little friction as among the members of the Grain Dealers' National Association.

Keep in mind, therefore, in adopting Trade Rules, in living up to them, and in doing business under them, the Golden Rule laid down two thousand years ago, by the "Man of Galilee," and there will be very little for the Trade Rules committee to do in adjusting differences among the members during the coming twelve months.

\*The following amendments to the trade rules were offered at the Omaha convention and referred to the incoming Committee on Trade Rules:

"Moved, that the second part of Rule 7 of the Trade Rules be amended by inserting the words 'twenty-four hours' in line two, after the word 'shipment'; and also by changing the word 'may' to 'shall' at the beginning of the fourth line of said paragraph."

"We also recommend that the shipping time at all markets, whether the grain has been sold for shipment within a specified number of days, or for immediate, quick or prompt shipment, be uniform, and that same be made to read 'calendar days' instead of 'business days'; and if it is not found advisable to use calendar days as a basis for time of shipment, that this Council then take up with the Grain Dealers' National Association and such other grain exchanges whose rules are based upon calendar days, and have them amend their rules to 'business days' so as to agree with the rules of the majority of the exchanges and thus avoid the friction which is bound to arise owing to difference in shipping time."

"Resolved, That the Trade Rules be so amended as to require receivers to notify shippers of the grade of the car, such notice to be mailed when same can reach the shipper during the day following the inspection, or by wire if mail will not reach the shipper in that time."

MR. BELL: I move that the report be received and placed on file.

MR. JONES: This report brings up matters that we cannot pass over lightly. Our time is short and I don't see how we can argue the recommendations and pass on them in the short time we have.

MR. SAGER: I stated that after the secretary completed the report the members had a resolution they desired to offer, having recognized the difficulty you have pointed out. So if the report is received and placed on file I will then offer the resolution of the committee.

The motion was carried.

MR. SAGER: The committee on Trade Rules, while



AT CAPE HENRY, NEAR NORFOLK, VIRGINIA, AFTER LUNCHEON AT THE CASINO.



giving due consideration to all of Mr. Paddock's recommendations, realize the time is too short to thoroughly thresh out the proposed changes. But there is one rule that we think should be modified slightly and that is rule No. 7 in regard to "Incomplete Shipments." The committee simply wishes to eliminate one or two of the ambiguous parts of that rule and make it mandatory upon the buyer which course he will take. The committee offers a resolution amending the rule to read as follows:

**RULE 7 AS AMENDED.**

Rule 7. Incomplete Shipments: When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty so to advise the buyer by mail, telephone or telegraph; whereupon it shall be the duty of the buyer to buy in or cancel the deficit or extend the contract to cover said deficit with consent of the shipper.

Upon failure to receive notice of shipment, after the expiration of the shipping limit as specified in the contract, the buyer shall buy in or cancel the contract, or notify the seller by wire, that unless he, the buyer, be in receipt of notice, by wire, within 24 hours, advising that shipment will be completed within 48 hours, he, the buyer, will, at the expiration of said 24 hours buy in or cancel said contract, and render a statement to the seller for all loss incurred.

Shipping directions furnished by the buyer before the expiration of said 24 hours must be accepted by the seller.

The motion to adopt the amendment was unanimously carried.

THE PRESIDENT: We will now have the report of the resolutions committee. Mr. King.

MR. KING: There were two resolutions given us which we deemed inadvisable to take any action upon. One with reference to the Interstate Commerce Court and one a proposition which came from the Cleveland Chamber of Commerce with reference to changing the methods of arriving at weight.

Mr. King then proceeded to read the resolutions, but about midway of the task he said: "I will yield the floor to Mr. Metcalf."

**PRESENTATION TO PRESIDENT WAYNE.**

MR. METCALF: Mr. President, Ladies and Gentlemen: In my opinion the great standard of value in this world is usefulness—a man's usefulness to his fellow man, and an organization's usefulness to its membership and to its country. Now, we as an Association believe that we have accomplished a great many things that have been useful to the great commercial interests of this great country that we love so well; and that it might be well at this time to take a retrospective view and for just a minute consider the elements that have entered into our usefulness and into our accomplishments. Now, it is true that no man, or even set of men, without the co-operation of the body over which they rule or preside, can accomplish everything, because it takes a united and undivided effort and interest in the entire membership of that body of men or association of men to accomplish the highest ideals for which they are created. But, gentlemen, there are a great many things that can be, and of right ought to be, as an honor, delegated to the men who have charge of the movements of a body of this kind; and I believe you will agree with me when I say that the present incumbent of the presidency of this Association has rendered very great service to this Association, and in rendering it to the Association he has as well rendered it to the country. [Applause.] And so, while we are not unmindful of the efforts of everybody who has contributed to the successes that have been obtained, and the respect that has been obtained by the Grain Dealers' National Association, we do believe that indeed very much of that honor is due to our presiding officer, Brother Wayne, who has so ably presided over this Association for the past two years. And so, Brother Wayne, in recognition of that ability, and as a slight token of the esteem in which the membership of this great organization holds you, Sir, it is with pleasure that I present to you this little memento [a cut glass punch bowl, tray and glasses]—not for its intrinsic value, Sir, but with the hope in the heart of every member of this great organization that it will somehow, somewhere, sometime, make you think a few times more of the splendid and happy relationship that has existed between you as the presiding officer and the membership of this Association. [Applause.]

THE PRESIDENT: Mr. Courcier has been in the same position only a short time ago.

THE SECRETARY: I sympathize with you most heartily.

THE PRESIDENT: Gentlemen, it is a hard position to place a man in, and pretty hard for me to talk under these circumstances, but you all possibly realize that I have been trying to do the very best I could for this Association in the past, and I hope that whatever I have done or said has in no way been taken to heart by any member of the body. I have been trying to do my duty as I saw

it. This token, which has been presented to me here this morning I shall value highly, not on account of its intrinsic value, but on account of the splendid way in which it was given. If you will excuse me I will say nothing more. I thank you, Gentlemen. [Applause.]

**THE RESOLUTIONS.**

Mr. King then resumed the reading as follows:

**OFFICERS' WORK APPROVED.**

Resolved, That this convention of the Grain Dealers' National Association approves and commends the splendid work of its officers and legislative committee in connection with other associations, grain exchanges, etc., in securing favorable action by the Department of Agriculture at Washington on the question of the administration of the Pure Food and Drugs Act, insofar as it related to the question of grain and hay in natural form; and we now renew the request for the speedy standardization of grain by the Department of Agriculture, through its Bureau of Standardization; and we recommend and direct our legislative committee to support the Department in its further efforts to accomplish this purpose.

We further pledge our support of such proper legislation by Congress as will be necessary to make effective the standards when promulgated, to the end that there may be a bureau, or commission, created, with power and facilities for effectively supervising and enforcing the use of the standards in the inspection of all grain that enters into interstate and foreign commerce.

In the adoption of this resolution it is understood that this Association has not and does not change or modify its well-known views on the subject of what is known as Federal Inspection of grain, and that we stand as firmly against that proposition as we have in the past; but we hereby favor Federal standardization, with such supervision as necessary to render the same effective in all the markets of the United States.

**GRADING APPEALS COMMITTEE.**

Resolved, That a committee of three be appointed by this Association, to be known as "The Grading Appeals Committee on complaints arising from the Misgrading of Grain," whose duty it shall be to receive and pass upon all complaints that may be submitted to them, arising from the above cause; and be it further

Resolved, That when in the judgment of this committee a member has just cause for complaint, said member may recover from the party with whom the contract was made for all damages by reason of such errors; and be it further

Resolved, That this committee be directed to formulate such rules as may be necessary to carry out this resolution, subject to the approval of the Board of Directors.

**OFFICIAL CERTIFICATE OF WEIGHT.**

Resolved, That no official certificate of weighing should be issued in any market unless such market has official supervision of scales.

**THE CARY BILL.**

Whereas, (1) Messages and communications by telegraph and telephone are essential to interstate commerce and their value depends on their prompt transmission and an internal record therein of the year, month, day and minute of their lodgment at point of sending and their receipt at point of delivery; and

(2) Cary House Bill 3010 will greatly facilitate their prompt transmittal and preserve the evidence thereof; now, therefore, be it

Resolved, By the Grain Dealers' National Association as follows:

(1) That the Grain Dealers' National Association endorses and approves Cary House Bill 3010 entitled "A Bill to fix the requirements governing the receipt, transmission, delivery, and preservation of messages of interstate telegraph and telephone companies," and petitions the House of Representatives to pass the same at the coming third session of the 62nd Congress, to be begun on the first Monday in December.

(2) That the Secretary of the Grain Dealers' National Association transmit copies of this resolution to each member of the House of Representatives.

**SEAL RECORDS.**

Whereas, The claim departments of all carriers are limited to very few conditions on which payment of shortage claims are made, one of which is an imperfect seal record; and

Whereas, The shipper or owner of grain on whom the burden of the loss falls is entitled to a complete and perfect report of the seals, with name, initials and number taken at the time of inspection, or first examination, at the terminal or other markets, that he may protect his rights and interests in the premises; therefore, be it

Resolved, That all markets not now regularly furnishing this information be and they are now requested to provide for such record and report thereof, by proper certificate to accompany the inspection and weighing certificates and other settlement papers, in each and every instance.

**CAUSE OF SHORT CAR SUPPLY.**

Whereas, The application of Rule 19 of the new regulations of car service, recently promulgated by the American Railway Association, approved by the Interstate Commerce Commission, relating to routing, and the rules relating to minimums materially restrict and reduce the already depleted supply of available grain car equipment; and

Whereas, The shipper, when ordering cars, is required to give the destination and the capacity of cars required, which capacity shall not be less than 40m for oats, 56m for shelled corn and 60m for wheat, thus preventing cars of less capacity

being utilized even where available, also preventing the shipper from availing himself of the changing conditions of markets or necessities developing after the orders are placed for the equipment; therefore, be it

Resolved, That it is the sense of this convention that there should be such changes made in these Rules as will facilitate the movement of grain and other commodities rather than to restrict such movement as contemplated by the enforcement of the rules in question; and be it further

Resolved, That a copy of these resolutions, or a communication expressive of the views of this convention, be at once mailed to each of the principal grain carrying roads and to the Interstate Commerce Commission, and that the Committee on Transportation be directed to take the matter up at once with the proper authorities, with a view to obtaining the relief from the rules and regulations herein complained of.

**UNIFORM STRAIGHT BILL OF LADING.**

Whereas, (1) On June 27, 1908, the Interstate Commerce Commission recommended that the carriers adopt a form of uniform straight bill of lading, and a form of uniform order bill of lading with ten uniform conditions to be endorsed on the back thereof, and in making its decision reported in Volume 14, Interstate Commerce Commission Reports, 346, said as follows: "It is not claimed to be perfect and experience may develop the need of further modifications." The Commission also said: "The results of practical operation may disclose defects not at present perceived and further adjudications by the courts may require a change in some of its provisions, but we believe it should be given an honest trial and are strongly of the opinion that it will be found fairly suited to the practical needs of the business community. If it proves otherwise, under the test of experience, the Commission will exercise its corrective authority as to any matter within its jurisdiction."

(2) During the four years since said order the Commission has received many complaints as to said conditions on the backs of said bills of lading and its authority to deal with the subject has been enlarged by the Act of June 18, 1910, which empowers the Commission to prescribe both the form and substance of bills of lading; and said Commission has on its own initiative entered an order for a hearing as to said conditions and served the same on all carriers and will in the near future fix a date for said hearing; now, therefore, be it

Resolved, By the Grain Dealers' National Association, that the committee on bills of lading be authorized to be represented at such hearing, so as to prevent any changes therein as may be injurious to the members of said Association, and to secure such changes therein as may be just and fair to the members of said Association.

**VOTING BY AFFILIATED ASSOCIATIONS.**

Resolved, That the board of directors of this Association be and they are hereby authorized and requested to promulgate a code of procedure governing the voting by affiliated associations at annual and other meetings of this Association, such code to become effective when approved by the affiliated associations at their regular meetings at which same is submitted prior to next annual meeting of this Association.

**THANKS TO ARBITRATION COMMITTEE.**

Whereas, The system of arbitration of trade differences between members of the Grain Dealers' National Association by its committee on arbitration has proven highly effective and of great good to the trade in general; and

Whereas, This result, reflecting credit upon the entire organization, has been in a great measure due to the high personal character of the members of the committee and to their ability to consider and decide in an impartial and judicial manner each case referred to them; therefore, be it

Resolved, That this Association express to Mr. Adolph Gerstenberg, chairman of the Committee on Arbitration, and to his associates, Messrs. E. M. Wasmuth and E. A. Grubbs, its profound appreciation of their arduous labor during the past year and of the high order of their services.

**FIRST-CLASS POSTAGE.**

Whereas, The annual reports of the Postmaster General for fiscal years ending June 30, 1910 and 1911, show that first-class (letter) mail produced in the first of these two years a profit of over \$58,000,000 and in the second (the current year) a profit of more than \$62,000,000, which sums were entirely absorbed by the losses incurred in handling other classes of mail at less than cost of service; therefore be it

Resolved, By the Grain Dealers' National Association, in sixteenth annual convention assembled at Norfolk, Virginia, October 1, 2 and 3, 1912, that all users of letter postage should be accorded a one-cent rate for the ordinary letter and with as little delay as possible.

**ANTI-FUTURES LITERATURE.**

Resolved, That the Secretary of the Grain Dealers' National Association be instructed to print and forward a copy of the address entitled "Why a Farmer Should Oppose Legislation Prohibiting or Limiting Trading in Grain for Future Delivery," to all of the leading agricultural and trade papers, in the country, with the request that the same be published by them; and that a copy shall be forwarded by the Secretary to the officers of the leading farmers' organizations, with the request that these organizations adopt resolutions condemning the proposed anti-future legislation; these resolutions to be forwarded to the senators and representatives in Congress.

**THANKS TO NORFOLK, ETC.**

Whereas, The sixteenth annual convention of the Grain Dealers' National Association has been held under highly favorable local conditions and in an



environment highly conducive to its accommodations and the expedition of its business affairs; and Whereas, Its members have been the recipients of a hospitality and a series of entertainments that have rendered their stay in Norfolk one combination of pleasure with business; therefore, be it

Resolved, That the thanks of this Association are due and are hereby tendered to his excellency, Hon. Wm. Hodges Mann, Governor of the State of Virginia; Hon. W. R. Mayo, Mayor of the City of Norfolk; and Mr. Harry K. Wolcott, President of the Norfolk Board of Trade, for their splendid and sincere addresses of welcome to their State and City; to the local Committee on Arrangements for the admirable preparations for the convention and the splendid conditions under which it has been held, as well as to Messrs. J. Leon Wood & Company for their market quotations and to the Hotel Monticello which furnished such admirable and commodious quarters for the sessions of the convention and for its officers; to the local Committee on Entertainment, both ladies and gentlemen, for their untiring attention and highly successful efforts to render the stay in Norfolk of its members and the ladies accompanying them so pleasant, that their attitude will long be cherished as the true type of sincere hospitality; to the City of Norfolk, the progressive, twentieth century "Sunrise City by the Sea," with its magnificent harbor, its beautiful and historical surroundings, and its unlimited civic and commercial possibilities, for every effort of time and money expended by its various organizations and its citizens in general to make the occasion of this convention one of high pleasure and profit to every member in attendance and for the formation of an idea and an appreciation of the nobility and intelligence of its citizens and of the splendid spirit of enterprise and energy displayed on every hand, that as time passes will only be heightened and deepened in the mind and heart of every member of this convention.

MR. KING [interpolating before reading the resolution on "Bill of Lading"]: I would like to state that when the bill of lading question was brought up we got into a little confusion as to the scope of the proposed bill in Congress, and the committee conferred with Mr. James of the American Bar Association and got him to prepare for us the resolution which covers the complaint made when that matter was discussed on the convention floor.

MR. KING [interpolating before reading the resolution on "Appreciation of Courtesies of Norfolk"]: In preparing this resolution I want to say that the committee were considerably nonplused to in a slight measure express for this Association the sincere appreciation we have of the attitude of the Norfolk people toward us and of their entertainment of us since we have been here. We of the North and East and West certainly take our hats off to the chivalry and gallantry of the South. [Applause.] And the committee, after considering it, found that they could only in a brief way in a resolution express to his Excellency, the Governor of the State, and to the Mayor of the City, and the President of the Board of Trade, and the various other committees and representative citizens that provided for us, our appreciation of the courtesies they have tendered us. [Applause.] We submit these resolutions and recommend to the convention their adoption.

MR. METCALF: As a mark of respect, I move that the resolution last read be adopted by rising vote.

The resolution re Norfolk courtesies was unanimously carried by rising vote.

MR. RICHARDSON: I move that the resolutions be adopted, and the committee be extended the thanks of this convention for their able work.

The motion was unanimously carried.

#### GRADE RULES QUESTION AGAIN.

MR. WILKINSON: If I am in order, I have a motion I desire to place before this convention in connection with some of the resolutions that have been adopted here.

THE PRESIDENT: Any new business is in order.

MR. WILKINSON: In making this motion, Gentlemen, I desire to make a few remarks which will indicate the causes that have led up to and brought about this motion. The first friction I found in this convention arose in sessions of the grades committee, of which I happen to be a member. It seemed impossible for the members of that committee who were present to get together on any common platform. Two recommendations were brought into this Association, and I judge from the treatment they received here there was a desire on the part of this organization to stop any further friction along those lines; and, therefore, no action was taken on either of these recommendations. I don't believe any member of this organization will go further in an effort to compromise and meet on any common ground other members of this organization, than I will. I am always glad to go past the half-way line on any proposition that affects me in business or in business organizations; and I only refuse to meet in compromise when those questions involve what I consider questions of honor, which never should be compromised. [Applause.] Now, these recommendations of the two different factions of the grades committee were referred back to that committee. The chairman of

that committee is absent and that committee has not been called together.

One of the reasons that animated me in insisting on a minority report being brought before this convention has been brought out more clearly than I could possibly bring it out, by the expert from South Carolina [Mr. Watson], and the Government expert [Dr. Duvel], in their two addresses to this organization. These addresses were right in line with everything I believed in and everything I wanted to fight for. I told the committee I was ready to compromise on a question of moisture. I would even meet them on a question of cob rot and the other ingredients that should be put in the different grades of corn, but that I would insist that this organization must take some action to regulate and control the stuff that was turned out under those rules, and it had never been done. That was the question of honor which I refused to compromise on today in any manner; and when the expert in the employ of the State of South Carolina gets up here and tells us we are grinding in the shape of feed and human meal poison, filling the asylums with the insane, and then the Government expert tells us the contentions that have been made time after time—that these questions are vital in the handling of the grain trade, I feel the position of some of the members of that committee has been vindicated.

I am anxious, however, that we meet on common ground; and I am authorized by the members who brought in that minority report, in view of the resolution that has been passed and adopted here regarding inspections and supervision of inspections, that the minority members of that committee are ready and anxious to withdraw their report, and are willing to accept, under the conditions that prevailed this morning, the report of the majority of that committee.

In connection with that, however, I would like to state that my own idea, without consultation with others, is that a motion should be made; and I desire to make that a part of my motion, that the statements of the Government experts be printed by this Association and circulated among our members in pamphlet form with this idea: A great deal has been said about changing rules and the detriment it would bring to the farmer. Gentlemen, the changing of the rules along the lines suggested today will be the greatest benefit that ever can come to the farmer. This information given here today by the Government expert will educate the farmer. It will make him put his stuff in the shape it should have been in years ago. It will help instead of injure him. You are doing the farmer more good than anyone else, when you bring about that result.

I, therefore, move that the report of the minority members of the grades committee be withdrawn; that the report as furnished by the majority members of the grades committee be accepted by this Association; and, further, that the remarks of the Government experts be published in pamphlet form and circulated by this Association. [Applause.]

MR. LEONHARDT: I second the motion.

MR. COFER: Mr. Wilkinson's ideas are in line with mine, and I want to heartily second his motion.

#### ELECTION OF OFFICERS.

A vote being taken the motion was carried.

THE PRESIDENT: Is the committee on nominations ready to report?

Mr. Metcalf then read the report nominating the election of the following:

President—Charles D. Jones, Nashville, Tenn.

Vice-Presidents—E. P. Peck, Omaha, and George F. Powell, St. Louis.

Directors—J. W. McCord, of Columbus, Ohio; H. I. Baldwin, of Decatur, Ill.; T. A. Morrison, of Kokomo, Ind.; J. J. Stream, of Chicago; J. H. Cofer, of Norfolk; B. A. Lockwood, of Des Moines, Iowa; John B. Baker, of Jacksonville, Fla.; W. J. Hollingsworth, of Augusta, Ga., and A. C. Gale, of Cincinnati.

He moved the adoption of the report, and it was unanimously adopted amid much applause.

MR. WAYNE: Gentlemen, it affords me great pleasure to introduce to you your President, Mr. Charles D. Jones, of Nashville, Tenn. [Applause.]

MR. JONES: Ladies and Gentlemen: There isn't a man in the house more surprised at this than I am. When the chairman read his report I broke out with perspiration immediately. I hadn't thought of such a thing as preparing for you any kind of a speech of acceptance; and this being sprung so suddenly, I certainly am not in condition to do much more than to say, thank you. I certainly appreciate the honor. No man, regardless of what his accomplishments may have been in the past could fail to appreciate it as a great honor to be elected to the presidency of an Association comprised of nearly 2,000 such members as the Grain Dealers' National Association can boast of. I doubt in my own mind much the wisdom of the action of the Association. I feel my unworthiness to undertake the work that I know is before this Association for the next twelve months. Hav-

ing been identified with the active work of the Association, I believe, longer than any other present officer in the Association, I realize probably more fully than some of us what it has done and the work that has been necessary to accomplish it; and, above all, do I recognize the enormous amount of work that is mapped out for this Association for the coming twelve months. And well, Gentlemen, do I realize my utter inability to do that work without the hearty co-operation of each and every member of this Association. I believe that the officers—vice-presidents and directors—have always given their support to their President, and I am sure, with the selection of the board you have just named, that I will have their earnest co-operation.

But, Gentlemen, there is much to be done that no set of officers alone can do. Individual members will necessarily have to be called upon to perform certain services that will require of you the neglect of your daily affairs. Many members will feel that they can't afford the time and say, "Get somebody else." Don't do that. Promise me now that when you are called upon to do some work, and it is here to do, that you will do it. The putting off on the shoulders of some other member only makes the work of the officers that much harder. Co-operation is necessary, and above all, is the co-operation necessary this year, because of the fact that I do believe the next twelve months will cause the grain men to come face to face with the most serious legislative condition that they have ever had to face up to now. I know from my close association with the work of the past two or three administrations that we have been successful; and when I say "we," I mean this Association, has been successful in staving off certain legislation. Gentlemen, we have put it off just as long as we can put it off. We are right up now to the breastworks where we have got to do or die. Your directors and your other officers can only do that with the support of the membership, both by the work of the members and by their financial support, which is just as necessary as individual effort.

This Association is, Gentlemen, doing a grand work. It has done a grand work, and it has always been a surprising thing to me to see how some men who have reaped enormous benefit from the work of this Association have never taken time to stop and give credit where credit is due. Fifteen years ago conditions that existed in the grain trade were so deplorable that I doubt if any present grain man would undertake the business today if he had to do it under the same conditions. These changes have been beneficial. They have been brought about, not by accident but by work; and who has done it? This Association has led it, with due credit to all State organizations, boards of trade and chambers of commerce. It has been their fight; but the fight has always been led by this Association.

Gentlemen, as I stated at first, I feel my utter incompetence when it comes to undertaking the work of this Association for the next year, but I pledge you one and all that I will do my best. I am a "Progressive"—that doesn't mean I am a Democrat or a Republican, but I believe every fellow officer of this Association with whom I have served will give me credit for being a Progressive, and being willing to stand up and push and fight; and I certainly will not, with the responsibility resting upon me now, slacken my efforts in any way.

Again, let me thank you heartily. I hope I will have the support of every man here, and that I may make my administration at the end of the next twelve months pointed back to and have it said it has been at least in a measure as successful as these two administrations just passed down to us by our brother, Mr. Wayne. [Applause.]

MR. JONES, taking the chair, called on Vice-President Peck.

MR. PECK: Gentlemen, the honor you show me in electing me First Vice-President of this Association I recognize as one of the pleasures of my existence; and I will do everything in my power to carry forward the good work. I realize, in stepping into the active management, that I am trying to help a good man, and I will do everything in my power to support Mr. Jones, and to further good legislation for the grain men of the United States. As a wheel-horse, I am happy to be in a position to thank you. [Applause.]

MR. MCCORD was called on.

MR. MCCORD: Gentlemen, I have only to thank you for my re-election, and I pledge you my hearty support the same as I have given you heretofore. I thank you. [Applause.]

MR. BALDWIN was called for.

MR. H. I. BALDWIN: Mr. Jones knows that long personal friendship, and long work together, is not going to be gone back on by me. I thank you. [Applause.]

MR. MORRISON was called for.

MR. MORRISON: Mr. President and Gentlemen: I understand that I again have been re-elected as one of your directors. My past record under President Wayne will say whether or not I have tried to do my part. I want to thank you, and to say to you that there is no director that will be more



loyal than I will be this coming year, but don't ride a horse to death. [Applause and laughter.]

Mr. Cofer was called for.

MR. COFER: Mr. President and Gentlemen: It has been my pleasure to be a member of this organization now for three years. During that time I have taken an active interest because I believe in organizations properly conducted. I want to say that the position I have taken here with reference to grades simply carries the convictions I have had a number of years; and in view of the fact that I have been rather active in securing members the past year, I want to say to re-inforce my position, that every man that I have approached to obtain his membership in this Association would not have joined, in my opinion, had I not made the statement to him that we were going to work for better grades. I simply submit that to show I have had considerable hacking in the position I have taken.

Now, I want to mention just one or two reasons for wanting you gentlemen to come to Norfolk. In the first place, I have believed for a long time that the West has had an erroneous idea about the Southern trade; and we felt that by getting the North, the West and the East down here, we could secure a better understanding of each other through personal contact than we could were we to hold this meeting in another section of the country. I believe we do understand each other better, and I believe this meeting in Norfolk is going to result in great good. Another reason we wanted you to come was to show you what we had. I told you gentlemen in Chicago and in Omaha, when I extended the invitation to come here, that we have here the finest harbor in the United States; in fact, the finest in the world. I told you we had some of the best lighted streets here; that our hospitals and churches and schools are second to none, and, Gentlemen, all you have had to do is open your eyes and behold.

Now, there is one other promise I made, and I want to bring this out especially. I told you you would find plenty of mint down in this section, and, Gentlemen, if you haven't found it it has been your own fault.

I have taken an interest in this organization; not for glory, for I expect no glory, but for results. I consider my position as a director a very great honor. It was absolutely unsought, unexpected, and I heartily thank the Association for the honor they have not only conferred upon me, but upon the city I represent, as well.

I want to say, in closing, in behalf of the grain men that have not been heard from up to this time, that we feel very greatly honored with your presence. We have tried to do all we could to make your stay pleasant and comfortable, and we hope you have had such a good time, and have been so well pleased, that sometime you will come back again, and we will repeat what we have tried to do this time. [Applause.]

Mr. Hollingsworth was called for.

MR. HOLLINGSWORTH: Mr. Chairman and Gentlemen of the convention: My re-election, which I consider to be a recognition of my section more than of myself, is most highly appreciated. I have found great pleasure in endeavoring to do, as far as in my power lay, such work as I could to advance the cause of the grain dealers. My association with the officials of this organization has been highly pleasant to me, and I can only pledge you my heartiest efforts to further the cause of the grain trade and its best interests throughout my section. I thank you heartily for the honor conferred upon me.

#### GRADE RULES FINALLY DISPOSED OF.

MR. METCALF: I may be out of order, but I want to give you a little warning. In the adoption of that majority report you are going to precipitate one of the greatest fights you have ever had in the grain business of this country. I believe I know the expression and feeling of the people of the West pretty well upon this subject. I would dislike to see anything done that would hurt this Association, but the people in the West will not be for this proposition. In behalf of the shippers of my State, and in my own behalf, I desire to enter a protest as a matter of record, that I can go back to them and show them the position I have taken upon this question. If the Government makes standard rules and adopts this percentage of 18% moisture in No. 3 corn, our people are always with the Government; but, Gentlemen, you have done an inopportune thing at this time, in my opinion.

Now, we discussed this very thoroughly yesterday, and I was heard upon the question; and I undertook at that time to sound a note of warning. Before we adjourn I want to inform you, Gentlemen, that you will be confronted in the whole West with opposition on this proposition. I believe I know what I am talking about; and I claim we should have firmly stood upon the position we assumed in Washington, and I believe we should have waited for the Government in Washington to take its stand upon the standardization

of grain. Then, Gentlemen, you would have that influence with you instead of against you. But you have anticipated something that in my opinion is in a way a repudiation of what we promised to do at Washington, and I want to go on record as absolutely opposed to this proposition.

MR. REYNOLDS: I want to express myself on the attitude we have assumed when about to adjourn. I think it is one of direct contradiction. A resolution has been adopted reaffirming our previous position in relation to the Government on this very subject. The real gist of that resolution, in my opinion, is that we agreed to suspend action on this matter until we had time to consult with the Government.

If I may be permitted to refer to a few personal matters, I should like to say that I presided at the Second Uniform Grade Congress held in Indianapolis. I also had the honor of being President of this Association when your present Uniform Grade Rules were adopted in St. Louis. You all know legislation must be a series of compromises, otherwise we never would legislate. Now, inasmuch as we are in the public eye, and being minutely scrutinized in every action, as we have grown to that degree of importance that demands and receives recognition from the Government by way of their sending their officials here to address



THREE EX-PRESIDENTS,  
Messrs. Wayne, Grimes and England.

us on these various subjects; and inasmuch as you have the promise of the Government that you will be consulted and will have every opportunity to confer with the Government before they take any definite action, we should proceed with caution. By resolution this morning you agreed and adopted and assumed a responsibility that you have absolutely contradicted by carrying your second motion. I think you have presented to your officers a dual policy that is contradictory and that will place them in the position of being unable to serve you. When they can't serve you, when they can't follow policies that contradict, you are bound to reach a division of opinion that is dangerous.

President Jones, I want to here pledge my loyalty to your administration in every way; but I want, Sir, to point out to you the most difficult task you have, and that is the following to the letter the law of the policies laid down by this Association today; and when these policies are contradictory, and you or any other man have to assume the administration of laws that contradict each other, you have at once assumed the most difficult position that ever comes to an American citizen. [Applause.]

Now, in all fairness, let me say I don't believe the Uniform Grade Rules we have are the height of perfection. I do not think they ought to be maintained. I think there are changes that should be made; but you have pledged yourself and this Association openly to assist the Government and to suspend operations on this subject until the Government helps you to come to a conclusion. Now, Gentlemen, in the name of reason, in the name of loyalty to your newly elected President, and to this new board of directors, and to this

administration that must administer the policies you adopt, I appeal to you that we should not put them in a position where they cannot serve you; and they cannot serve you when you adopt two policies on the same subject.

I dislike at this last moment to start something or assist in starting something that will delay our adjournment; but, Gentlemen, remember now that there isn't a single exchange in this country that will follow absolutely without variation, or equivocation the rules we have been trying to get them to follow for these four years. There are some certain conditions, extenuating circumstances, or alterations that are in force.

This is what I would like to see done. I would like to see a flag of truce raised here and say, "Here, Mr. Jones, we present to you this flag of truce to hold in abeyance everything contradictory that has been done in this meeting until a policy can be followed out which has been outlined in the resolution, viz., a hearty co-operation with the United States Government to come to a conclusion." I offer my support to you on any compromise measure that will serve to further your administration. [Applause.]

MR. WILKINSON: When I stated to this organization that I came here this morning in a spirit of compromise, I meant every word I said. I came here prepared to accept propositions that I didn't believe in by any manner of means. I came here prepared to accept propositions that I had been told had the approval of the Western men who are now dissatisfied with the very proposition they worked for. I made the motion I did to meet the men from the West half way. I was honest in my statement. If there is anything in the motion I made that is offensive to the West, detrimental to the best interests of the grain business in the West, now is the time to thresh it out. I am ready to stay here until the snow flies and skate out, if necessary. I would like to ask, in all candor, what is it that troubles the men of the West? Is it the moisture test of 18%? Would the West be satisfied with the motion that was made if the No. 3 corn was permitted to stand at 19%? Tell me, you people of the West.

MR. REYNOLDS: It isn't any technical point. It is only to wait until we can thresh it out on the lines already agreed upon with the Government.

MR. WILKINSON: I was not at Washington. I am not familiar with every detail of the conference. But I have been advised by men that were at Washington that the moisture test of 18% is what they wanted and what the Government was working for, and that we would be working with the Government instead of against it on this proposition. I certainly don't believe the great Government of the United States is going to take offense at anything that tends to improve or benefit the conditions surrounding the raising or distribution of the great corn crop to the consumers of this country. Now, if I am wrong in the proposition that No. 3 corn at 18% is a serious menace to the grain producing districts, I am perfectly willing to meet them half way, or more than half way. Knock it off and make it 19%, if it suits the people from the West; but I take the position that this Association is not obliged to lie still in the rut and make no progress or advancement under any conditions. [Applause.]

I want to say now, I am ready to vote for every progressive principle that will tend to advance the grain interests of this district and of this great country we are here to represent; but if my motion imposes a hardship on any community, I am perfectly willing to withdraw it, and reduce the moisture test to 19%, although I don't believe in such a reduction at all. But I am not willing to stand in a rut and wait, wait, wait. Gentlemen, I have been waiting to get on this grades on corn for twenty-five years. [Applause.]

MR. S. W. STRONG: No greater progress was ever made than was made at Washington. No more forward step was ever taken by the grain trade in the country than was taken at Washington. You men know who went to the front, who made the talk to Secretary Nagel and Secretary Wilson. It was the country grain dealer. We had back of us the Farmers organization of Illinois with 30,000 members; we had back of us the Iowa organization, the Minnesota organization, and others; and these men are not represented here. These men lined up with us and said they would stand for Government standardization; and on that basis we won out at Washington, and on no other. I regret very much the action of this body. Under the rules of this organization, with a strict vote by membership, I do not believe that motion would have prevailed. I regret very much that we should take any action here that will eliminate the support of the West. I do not refer to the Illinois Association only, which I have the honor to represent, but there are other organizations vastly stronger than Illinois that have the influence. I regret the action of this Association, and I would like to have had a vote on that question under the Association's rules.

PRESIDENT JONES: To begin with, I don't believe there are many of us that understand exactly what





NEW YORK AND ILLINOIS MEET AT CAPE HENRY.

TOM MORRISON AND PARTY FROM FRANKFORT, IND.

W. K. MILLER AND E. D. BARGERY WELCOMING THE ASSOCIATION TO NORFOLK.

A PART OF THE BOSTON DELEGATION.

GRAIN MERCHANTS OF RICHMOND, VA.

the report of the committee at Washington was. I for one do not. Now, let me state it precisely so you know where we stand. We are under certain obligations to the United States Government, under direct promise, and that obligation is affirmed or expressed by the resolution passed here by the committee. If this other report is in any way in contrast to this resolutions committee's report, then we are contradicting ourselves and our work at this convention. The Grain Dealers' National Association is held by the United States Government in great respect. We are held in respect, why? Because they have always found us fighting for what has been proven to be correct. It is on account of this respect they feel for us that they have listened to us and been guided by us. Now, we are under promise to the United States Government that we would like to have them standardize our grain. If this resolution is in contrast to that, which it evidently is, we cannot afford to permit this Association to be placed in this contradictory position; and if it is contradictory, I will ask you as a favor to please have the work undone. If you do not, you will place your officers in the position of going to Washington in a contradictory sense. If there is anything contradictory and not in harmony in this resolution as proposed and passed by the resolutions committee, please undo it.

Mr. RICHARDSON: We three men of the minority in the rules committee don't understand the exact situation. I want to reassert what Mr. Wilkinson has told you, that we felt we were carrying out the wishes of the West. The chairman of the committee [Mr. Dennis] stated to us that the West was behind us, and we felt we were being generous to this committee to pass that resolution this morn-

ing, and thought it would be unanimous. I, as a member of this committee, and I think I voice the sentiments of the other gentlemen, am willing to move a reconsideration of the motion.

Mr. COFER: I was in Washington at that conference, and I understood this ruling of Dr. Wiley has been suspended pending such time as the Government could investigate the matter and get in touch with the grain people and get the standards on such a basis. There was nothing in that resolution, as I remember it, to prevent this organization going ahead and improving their grades, the very thing they expect the Government to do. It seems to me as an organization we have the right to improve the grades. If the Government says later that we have the grades too good, we can reduce them again, but the Government is not going to say that.

We had a meeting yesterday with the Inspectors' Association, and we thought then that we were carrying out their wishes. We felt we ought to have a little more than was given us; but we said we were perfectly willing to accept not only what the Inspectors had decided on as reasonable and right, but in addition we were informed that these rules had been confirmed on various Western markets and that they were satisfactory. We were also told that if we did not accept those, we couldn't get any better.

Now, Gentlemen, we couldn't get what we thought we ought to have, and in all generosity we came this morning and said, "All right, if you won't give us what we think we ought to have, we will take what you think we must have." Mr. Culver—and I say this as a member of the grades committee—has been working on this matter four or five months. I understand that this committee has

been in Washington in conference with the authorities for that length of time, off and on, perhaps, and they have decided, in conjunction with Washington, that these rules were all right and would be acceptable. Now, if that be true, it looks to me as if we, receivers in this whole section of the country, are in a very awkward position. I understand, perhaps, it would take the Government a full year and a half to standardize these grades. What are we going to do in the meantime? Suppose it takes five years? Have we got to suffer pending such a time as they are able to report on this matter? Shouldn't we have some protection in the meantime? If we are all working on the right road for better grades, surely the Government is not going to criticize us.

I say again, with all due respect to my friend from Illinois, we are doing exactly what we understood you wanted; and we feel in this entire section of the country, that if we do not get this this time, you are not giving us what you decided to give us when you came to this meeting. If you are going to ignore the entire North, South and East in this matter, and not give us at this late date what you came here to give us, it seems to me we have not accomplished much. I want to impress this upon you: There was nothing said at Washington by which this organization could not go ahead and make any improvement it saw fit pending their examination or meeting. I feel satisfied that anything we do here will be acceptable to them. Mr. Courcier, another thing, I think it was generally understood at that meeting that this grade question was to be threshed out at this meeting.

THE SECRETARY: Since you address me directly,



this conference at Washington was composed of 71 delegates, representing every branch of the trade and section of the country.

MR. COFER: There were only four from the South.

THE SECRETARY: It was their own fault they weren't there.

MR. COFER: I agree with you on that. Have you any idea how long it will take the Government to take action on this matter? If the West will assure the North, South and East that this matter will not be delayed anywhere, then I gladly second the motion.

MR. STRONG: The matter is under way, and we will soon have things so that when Cofer Brothers buy corn in Illinois they will get exactly what they buy.

Cries of, "Question."

MR. REYNOLDS: The very argument Mr. Cofer brought forward is the argument I couldn't express as well as he has. That by diversity of opinion here, going forward at cross purposes with the Government, will only delay this report. I understand on good authority they hope to make the report on corn in November. I can't promise that, but that is when they said they thought they would be able to make it.

MR. WAYNE: If the gentleman will allow me, I would like to amend the motion to the effect that the record be expurged of the motion.

THE SECRETARY: And all discussion incident to it?

MR. WAYNE: Yes.

Cries of, "Question."

A vote being then taken the motion as amended was unanimously carried.

The convention then adjourned *sine die*.

#### EXECUTIVE COMMITTEE.

The executive committee organized after convention adjournment and reelected John F. Courcier secretary.

They also selected New Orleans as the convention city for 1913, the meeting to begin on October 16.

#### PRESIDENT JONES AT HOME.

The election of Charles D. Jones to be president of the National Association was a great pleasure to his friends and the trade at Nashville; and in recognition thereof, the Nashville Grain Exchange on October 14 gave a banquet in his honor at the Commercial Club.

#### IN AND ABOUT NORFOLK.

The attendance was not unusually large but of unusual quality.

The Milwaukee market was represented by Wallace M. Bell, A. A. Breed and H. M. Stratton.

E. P. Riddle of Lima, Ohio, led the forlorn hope against the Monticello. Speaking of forlorn—Righto.

J. E. Cox, Jr., president of the Richmond Grain Exchange, was prevented from attending with the Richmond deputation on account of illness.

Messrs. Zorn of Louisville, King of Philadelphia, and Sheldon of Jackson, Mich., were the efficient leaders of the hallelujah chorus at the Casino.

Unfortunately for all, ex-President A. G. Tyn of Peoria, had the misfortune to be drawn for jury service a few days before the meeting. Wouldn't that just jar you?

The delegates from New York City included L. W. Forbell and wife, Jas. H. Browne, E. W. Sparks, W. D. George, P. H. Coombs, Benj. D. Riegel, G. H. White, H. E. Godfrey.

The Governor welcomed, the Mayor welcomed, President of the Board of Trade and the citizens welcomed—why, demitall, even the coons welcomed the visitors to the city.

From the Pittsburgh market there came J. A. A. Geidel of D. G. Stewart & Geidel; Wm. A. McCaffrey of Daniel McCaffrey's Sons Co.; F. L. Stewart, with C. A. Foster; Roy V. Harper of J. W. Smith & Co.

Ed. A. Doern, secretary of Pope & Eckhardt Company of Chicago, was finally obliged to produce affidavits that he had a pair of kiddies at home. Everybody thought he and Mrs. Doern were on their honeymoon.

One of the most attractive souvenirs distributed at the meeting was a scarf pin made from a cluster of Norway black oats. It was presented by N. Lederer with the compliments of Adolph Kempner Company of Chicago.

On the Chicago special there were from that market John J. Stream of J. C. Shaffer & Co.; Edwin A. Doern of Pope & Eckhardt Company; R. A. Shuster, with Rosenbaum Brothers; F. W. Sager of J. H. Dole & Co.; J. A. Schmitz of the Board of Trade Weighing Department; N. Lederer of Adolph Kempner Co.; Frank B. Rice of Star and Crescent Milling Co.; E. A. James of Armour Grain Co.; Gardiner B. Van Ness; Chester Arthur Legg, counsel of the executive Committee of the Chicago Board of

Trade; Howard Lipsey of Lipsey & Co.; Wm. H. Noyes of King, Farnum & Co.; Sam H. Smith of State Grain Inspection Department; A. B. Brown.

Some very interesting literature was distributed by the Hess Warming and Ventilating Co. of Chicago on the Hess Grain Driers and U. S. Moisture Testers, with especial reference to the grain dryer models for 1913.

Seldom have there been so many wives and sweethearts at a convention of grain dealers. And we are forced to predict that the time will arrive when the grain man who goes alone to the convention will be as out of date as the man with a large family or a girl with a chaperon.

It wasn't Frankfort-on-the-Main, but Frankfort, Ind., and the city sent over twenty delegates, if you include the suffragette vote. Tom Morrison was sponsor for the Frankfort delegation and he's more from Frankfort than from Kokomo, anyway. However, come to think of it, Tom Morrison isn't from any city in Indiana, he's from the State.

E. D. Bargery is game. That goes for his epitaph. After fulfilling all his engagements at the dance at Virginia Beach on Wednesday night, on being confronted, sans overcoat, with the cool twenty-two miles open car ride back to the city of Nor-



ALL OF PEORIA, ILL.

folk, he calmly seated himself beside the motor-man and called out, "Home, Jeemes!"

Intermissions from business sessions were enlivened by the presence of W. K. Miller, representing Huntley Mfg. Co., of Silver Creek, N. Y.; C. Wilkinson with the Invincible Grain Cleaner Co., Silver Creek, N. Y., and E. D. Bargery with Avery Scale Co. of North Milwaukee, Wis.

The Toledo market was ably represented by E. L. Southworth, H. W. De Vore, Big Chief E. H. Culver, Arthur W. Gratop, W. I. Nokely. There would have been a larger attendance from that market, we were informed, had it not been for the fact that the condition in which oats were arriving made it imperative to look after them.

#### THE ENTERTAINMENTS.

The delegates to the sixteenth annual convention of the Grain Dealers' National Association were delightfully entertained. The city of Norfolk itself was in holiday attire, attesting by many flags and bright colored bunting and street decorations of crimson and gold, the cordial spirit of good will which its citizens certainly felt for the Northern and Western visitors. In whatever part of the city one happened to be, yet more especially in the business districts, one was confronted by welcoming signs and symbols to the Grain Dealers' National Association. When there is added to this the work of the grain merchants of Norfolk themselves, with Oliver James Edgerton, chairman of the entertainment committee at the head and staunch lieutenants like Messrs. Hodges, Reid, and the Cofers, it may be safely said that the social features of the meeting were a source of great delight and genuine pleasure for everyone.

An entertainment for the ladies only was given on Tuesday afternoon. Enough automobiles to comfortably accommodate upwards of 100 of the guests left the Hotel Monticello at 10 o'clock for a delightful ride about the city of Norfolk; which was interrupted by a stop for luncheon at the Country Club, before returning to the city.

The members were entertained on Tuesday evening at a theater party at the New Colonial. The entire house was reserved for the Association for this occasion and the program was an exceptionally good one.

On Wednesday afternoon at one o'clock special cars left the Monticello Hotel for Cape Henry, Va., a distance of about 22 miles, the railway the most part skirting the shores of inland lakes and the inlet to the Roads. At 3 o'clock at the Cape Casino an oyster roast was served with roast Princess Anne turkey and Smithfield ham on the side, diluted with musty ale and coffee; and after the feast the incense of good cigars ascended to the over-arching blue. Later on the cars proceeded to Virginia Beach, an attractive resort looking out on the broad Atlantic, where in all directions could be seen the ships and steamers sailing to and from the Norfolk Harbor. A dance at the Beach Casino was given at 8 o'clock; and the party left the Casino in time to return to Norfolk by 11 o'clock.

On Thursday after the conclusion of the proceedings, when the meeting had been adjourned *sine die*, the entire membership was taken to the Old Dominion Line Docks and there loaded on two of the Line's ships, the *Maryland* and the *Smithfield*, which from twelve o'clock noon until after four o'clock visited every one of the numerous arms of Norfolk Harbor, including the Navy Yard, the U. S. Marine Hospital, near which the battleship *Vermont* was moored, giving strangers an excellent idea of the magnitude of the city's commerce by water and the magnificent possibilities of the harbor. Then the ships passed out into Hampton Roads, steaming toward the mouth of the James River, past Newport News with its great navy yard where several new ships were seen in course of construction, and where a group of the white transports of Uncle Sam were moored, and past the great grain elevator through which much Western grain has found an outlet to Europe. Then a turn was made and the route went by old Hampton to the Hotel Chamberlain at Old Point Comfort, from which a glimpse was had of Fortress Monroe's old water battery and to the far right, Fort Wool, or the "Rip Raps," in common parlance. Then came the colonnade and remains of the Jamestown Exposition and then the city front and the return—a truly magnificent and illuminating ride that was unusually enjoyable and which was further graced by ample buffet luncheon served on the freight deck.

#### THE ATTENDANCE.

The attendance at the convention, arranged in the order of the states from which they arrived, was as follows:

ALABAMA—E. Wilkinson and wife, Birmingham.

COLORADO—J. F. Sprengle and wife, Pueblo.

DELAWARE—A. E. Grantham, Newark.

FLORIDA—A. W. Narmon, Jacksonville; E. W. Fleming, Jacksonville; J. D. Baker, Jacksonville.

GEORGIA—Dan Joseph, Columbus; Hugh Baird, Columbus; H. C. Eve, Augusta; John E. Murphy, wife and sister, Augusta; T. B. Ritchie and wife, Newnan; W. J. Hollingsworth, Augusta.

ILLINOIS—B. S. Williams and wife, Sheffield; Lee G. Metcalf and wife, Illinois; E. M. Wayne, Delavan; Eaton G. Osman, Chicago; Chester Arthur Legg, Chicago; J. Carver Strong and Ralph Pickell, Chicago; R. C. Baldwin and wife, Bloomington; C. H. Feltman and wife, Peoria; F. B. Tompkins and wife, Peoria; G. H. McHugh and wife, Peoria; A. V. S. Lloyd, Bloomington; S. W. Strong and wife, Urbana; H. I. Baldwin, Decatur; Geo. W. Cole and wife, Bushnell; W. S. Miles, Peoria; Jno. W. Byrne and wife, Peoria.

INDIANA—From the city of Frankfort, the following: N. O. Davis, D. L. Brookie and wife, Chas. A. Ashbaugh and wife, A. E. Betts and wife, M. L. Conley and wife, T. A. Morrison and wife, Wm. Frank, A. B. Cohn and wife, E. W. Phares and wife, Tipton; Chas. B. Riley, Indianapolis; Wm. Nading, Shelbyville; Bert A. Boyd, Indianapolis; H. A. Kinney, wife and two daughters, J. C. Batchelor, Sharpsville; Frank Kelley and wife, Lafayette; W. E. Hazelwood and son, Indianapolis; W. W. Masters, Indianapolis; Wm. Wykle, Indianapolis; Ben Levy and wife, Fort Wayne; Sam A. Holder, Indianapolis; H. G. Wolf, Morristown; E. Hutchinson and wife, Arlington; D. E. Studebaker and wife, Bluffton; J. G. Fox, Manilla; Allen A. Bassett, Kirkland; A. W. Loughry, Monticello; A. E. Reynolds and wife, Crawfordsville; J. Vining Taylor and wife, Winchester.

KENTUCKY—Chas. T. Ballard and Jno. L. Green, Louisville; W. S. Wills and Garnett S. Zorn, Louisville.

LOUISIANA—A. F. Leonhardt and R. C. Jordan, New Orleans.

MASSACHUSETTS—J. F. Hammers and wife, Wm. L. Woodbury, Seth Catlin, Jr., and wife, A. S. Heathfield, L. F. Purdy, Wm. A. Campbell, Chris. O'Leary, Seth Catlin and wife, M. D. Benzaquin, Horace Cook, Boston.

MARYLAND—From the Baltimore market: M. T. Hunton, J. C. Vincent, Oscar M. Gibson, E. F.



Richards, A. R. Hennis, Eugene Blackford, J. A. Manger, M. J. Elliott, Chas. B. Watkins and wife, Jno. W. Snyder, H. C. Jones, Robt. D. Sinton, Capt. Jno. R. Sherwood, W. A. Hutchins, W. C. Almy, P. B. Thompson, Jno. M. Dennis, Geo. R. G. Smith, G. Z. Phillips, Henry A. Lederer, Chas. England, W. Leroy Snyder, C. P. Blackburn, D. Yulee Huyett, Thos. C. Craft, Jr., G. A. Hax and wife, Sam D. Thomas, J. M. Warfield, Jas. H. Warren, J. Barry Mahool, T. I. Fulks, Gaithersburg.

MICHIGAN—W. E. Sheldon and wife, Jackson; J. A. Coleman, Jackson.

MINNESOTA—Jno. G. McHugh and O. B. Jacobson, Minneapolis.

MISSOURI—C. F. Beardsley, St. Louis; H. G. Benedict, Kansas City; Geo. S. Siddons, St. Louis;



E. A. JAMES AND F. B. RICE.

Marshall Hall and Geo. F. Powell, St. Louis; W. J. Garner, Louisiana; J. L. Messmore and wife, St. Louis; Jno. Dower, St. Louis; H. P. Hathwan, St. Louis; M. C. Fears, Kansas City; G. A. Aylesworth and F. M. Corbin, Kansas City.

NEBRASKA—E. P. Peck, Omaha; E. S. Westbrook, Omaha; H. E. Rodenfels, Omaha; Geo. P. Bissell, Central City.

NEW JERSEY—Walter C. Reed, Trenton.

NEW YORK—M. Purcell, Buffalo; Chas. Rockwell, Mt. Vernon; Alfred Anderson, Buffalo.

NORTH CAROLINA—W. E. Emerson, Wilmington; H. E. Boney, Wilmington; C. J. Joseph, Wilmington; W. J. Williams, Wilson; T. B. Crowder, Raleigh; E. H. Meadows, Jr., New Bern; G. G. Thompson, Greensboro; D. H. Dixon, Greensboro; C. V. Singleton, Henderson; A. L. Butner and W. T. Brown, Winston-Salem; W. M. Speed, Durham.

OHIO—Geo. Wehrung, Cincinnati; A. V. Perrill, Xenia; P. H. Harsha, Portsmouth; J. W. Channel and wife, Melvin; Thos. P. Riddle and son, Lima; Wm. H. Kramer and wife, Cincinnati; W. C. Culkins and wife, Cincinnati; Joseph Heuermann and wife, Cincinnati; E. C. Eikenberry, Camden; R. G. Calvert, Selma; Myron A. Silver, wife and son, West Jefferson; Geo. F. Munson, Cincinnati; P. M. Gale and wife, Cincinnati; J. W. McCord and wife, Columbus; H. Hall, Plain City; F. B. James, Cincinnati; J. D. Spangler, Defiance; J. B. Van Wagoner and wife, London; Chas. Quinn, Toledo; J. E. Heniken, Cleveland; B. W. Herman, Cincinnati; J. C. Cusenbolder, Lima; W. I. Billinger, Toledo; J. L. Bladon, Cincinnati; M. Walsh, Cincinnati; Geo. R. Forrester, Swanton; S. L. Rice, Metamora; A. W. Clark, Cleveland; W. I. Nokely, Toledo; Wm. H. Herrinstein, Chillicothe; F. C. Linger, Findlay; Chas. E. Groce and wife, Circleville; Willis Jones, Mt. Sterling; J. E. Leas and wife, West Manchester; W. A. Dull, Willshire; H. G. Pollock, Middle Point; G. A. Payne and wife, Columbus; O. C. Robinson, Lima; H. S. Grimes, Portsmouth; W. E. Weavley, Columbus; Jas. A. Ryan and wife, Cedar Point.

PENNSYLVANIA—Philadelphia: Wm. M. Richardson, Jno. O. Foering, James L. King, W. W. Walton, Wm. P. Brazier, B. Dewitt, W. W. Beatty and wife, D. M. Davis, S. L. McKnight, Sidney Strut, F. L. Davis, M. F. Baringer; Willis S. Barker, Harrisburg.

SOUTH CAROLINA—A. C. Summers and E. F. Watson, Columbia; J. W. Bell, Spartansburg.

TENNESSEE—T. L. Davis, Memphis; F. C. Johnson and wife, Memphis; Chas. S. Jones, Nashville.

VIRGINIA—Norfolk: J. H. Cofer, V. L. Cofer, H. B. Rogers, C. D. LeGrande, J. E. Davenport and wife, J. G. Sawyer, Frank E. Wilcox and wife, H. B. Bagnall, N. R. Hamilton and wife, and W. E. Virnelson and wife, J. F. Maclin, J. R. Bonds, H. W. Osterhout, W. H. Davis, Geo. G. Hobson and wife, J. L. Young, Jr., J. Y. S. Mitchell, J. J. Banks and

wife, J. C. Burton, F. H. LeGrande, C. Blackley and wife, G. F. Birdsong and wife, E. B. Hodges and wife.

Suffolk: W. L. Cooper, J. C. West, Jr., W. S. Beamon, W. C. Howell, F. A. Halladay, G. Lloyd Bell, M. K. Kenwick, C. R. Capps, H. R. Harahan, G. S. Williams.

Richmond: Walter M. Taylor, Stewart C. Leake, J. H. Drake, Wins Wilson, A. S. B. James, W. G. Bragg and wife, W. D. Saunders, N. M. Martin, W. F. Richardson, Jr., T. G. Williamson, F. E. Phillips, R. M. Reander, W. R. Long, H. M. Boykin, W. P. Jarvis.

Lynchburg: Col. H. B. Harrison, W. F. Ferrell, Jno. T. Owen, McH. Peters, L. C. Acree, R. G. Taylor, Jno. S. Moon and J. L. Pleasants. J. H. Branch and wife, Portsmouth; E. T. Knight, Ridgway; Geo. R. Dabney, Newport News; A. W. Gray, Petersburg; I. W. Brown, Petersburg; W. W. Towns, Petersburg; D. R. T. McNair, Emporia; R. D. Hanaway, Newport News; C. O. Harnsbergen, Luray; H. L. Daw, Roanoke; E. Croonenbergh, Lynnhaven; C. S. Snyder, Roanoke; R. G. Lamkin, E. H. Berchfield and W. W. Huff, Roanoke; A. G. Winter, Lynnhaven; H. M. Woods, Old Point.

WASHINGTON, D. C.—J. V. Craig, Wm. T. Betts, W. S. Hoge, F. L. Zirkle, J. W. T. Duvel, Frank H. Rollins, J. M. Culp.

WISCONSIN—Wallace M. Bell, A. A. Breed, H. M. Stratton, Milwaukee.

WEST VIRGINIA—W. W. Willis, Clarksburg.

### INSPECTORS' ASSOCIATION.

The annual meeting of the Chief Inspectors' National Association was held at Norfolk with inspectors present from Cincinnati, Indianapolis, Chicago, Peoria, Buffalo, Pittsburgh, Milwaukee, Minnesota (board of appeals), Baltimore, New York, Philadelphia, Boston, Norfolk and the Missouri State Department.

The display of samples were from the following markets:

Norfolk—Samples by Mr. Cofer of Chicago inspected No. 2 corn, of which he made complaint, and his own suggestions, alongside of Mr. Culver's for white and yellow No. 3 corn.

Philadelphia—Export winter wheat and oats.

Kansas City—Full line of wheat, corn, oats and kaffir.

Boston—Full line of wheat, corn, oats and rye.

Toledo—Full line.

Illinois State—Full line of wheat, corn and oats.

Minnesota State—Full line of wheat, corn and oats.

Pittsburgh—Oats and corn.

Indianapolis—Wheat, oats and corn.

Cincinnati—The same.

Missouri State—Same as Kansas City.

Baltimore—Wheat, oats and corn.

Also J. Collin Vincent's (Baltimore), unique line of grain samples of "the world's grains," as well as specimens of new corn from several states.

This display of samples created a great deal of interest and demonstrated ocularly that while there are still some differences in phraseology of the grades, they are nevertheless practically the same in all the markets.

At the business meeting of the Association, President Culver gave a detailed account of the work of unifying the inspection done by him during the year; and the time devoted by him to the work was by no means inconsiderable.

Mr. Holden of Indianapolis, was elected to membership.

Mr. Culver was re-elected president for the ensuing year; S. D. Thomas of Baltimore was chosen to succeed himself as vice-president, both without opposition; and F. B. Thompkins of Peoria succeeds Mr. Anderson of Buffalo as secretary-treasurer by unanimous vote.

### THE FUTURES BUGBEAR

"For how many years have we been hearing that the seven deadly sins are bound up with future contracts, more or less? It is well over a quarter of a century since a powerful agitation was started in German agrarian circles against future deals in wheat," says Broomhal's *Milling*. "They were denounced as immoral, because essentially gambling transactions. It was alleged that they were deliberately used to falsify the real currencies of the market which are admittedly based on supply and demand. That is to say, the opponents of the future market contended that if Mecklenburg wheat happened to be in short supply and was therefore inclined to harden for immediate or near delivery, the German farmer's foes had only to fill the market with paper wheat to bring down the price the Mecklenburg farmer might fairly expect to make. The absurdity of such a charge is evident to any one who has the least knowledge of what a future contract is; but as the ruling classes in Germany are deeply interested in keeping up the price of wheat the German campaign against futures in the late eighties

was crowned with success—for a time. Incidentally a good deal of German business was diverted to Liverpool and Chicago, but that is another story. Then in Austria the same cry was raised and by the same voices, to wit, the landed interest. In Hungary a similar agitation was set on foot, but neither in Austria nor in Hungary did the opponents of wheat futures score the same success as did their German prototypes.

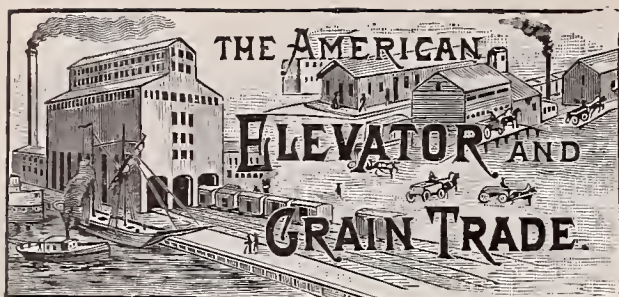
"Neither in Vienna nor in Budapest would the state consent to place futures under a ban, although both the Vienna and Budapest corn exchanges have made regulations in restraint of the participation in future business of persons outside the corn trade, which is probably a salutary provision. But now another strong attack is being made in Austria against futures, although on diametrically opposite grounds to those which in former years were so persistently urged by the agricultural party. The rise of meat and bread to very high prices led to the appointment of a special committee of the Austrian Reichsrat, or parliament, about a year ago. This committee has been empowered to make any recommendations which in its judgment might tend to lower the prices of the chief articles of food. The only field closed to its purview is the fiscal. The import duties of Austria cannot be altered without the consent of Hungary, which is the partner of Austria, the deed of partnership being represented by the Ausgleich, or agreement, between the two states. But the committee, if debarred from suggesting an alleviation of the high duties which undoubtedly have their effect on the prices of bread and meat, has strong views on future deals in wheat, and requests the Government to introduce within three months a bill declaring illegal all contracts for the sale or purchase of grain with a longer term of delivery than six months, and this on the ground that such transactions have a tendency to raise prices. But in the days when, not so very long ago, the existence



THREE NORFOLK HOSTS.

of a big American wheat surplus, joined to occasional large Plate surpluses, tended to knock wheat values down, the land owners of Austria were vociferously demanding stringent anti-future legislation in the interests of high morality—and of their own rent rolls; yet it is certain that the same cause cannot alternately raise and depress prices. One is reminded of the millers' convention, held at Minneapolis, some twenty years ago, which passed a resolution in condemnation of futures as tending to artificially inflate wheat, while just about the same time an important farmers' conference had laid futures under an anathema for unduly depressing wheat."





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, OCTOBER 15, 1912.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

#### USELESS FURNITURE.

The creation by resolution of the National Association at Norfolk of a committee on inspection appeals was a good example of well-meaning inconsideration. The members in the Southeast in particular have long felt that they have not been treated squarely when buying on terms of the shipper's market—have not always received what they paid for. Rather than tamper with the rules as they are (and which no change would have improved in respect of the real complaint), but in order to grant the Southeast some relief, this compromise was unanimously agreed to by the Association. [See resolutions in the official record on another page and debates on the grading rules.]

But is anyone now able to imagine how such a committee can proceed—how it can act on a complaint—what authority it can have to enforce a ruling, should it attempt to make one? Think of the delays in arriving at a hearing of a complaint—of the expense—of the tax on the time of the members of the committee—of the tying up of funds pending a settlement of an account involving a disputed official inspection to be smoothed out in this way, if one could conceive of a seller agreeing to submit lawfully inspected shipments to revision and reinspection in this way.

Doubtless Eastern and Southern buyers have their troubles and, at times, just reason for complaint; but the remedy proposed in the resolution is a "broken reed"; it cannot be made to work in everyday business turmoil.

Bidding for flat grade is not making much headway, according to Sec'y Courcier's report; but Mr. Goemann's letter therein contained

gives the chief reason why it isn't; to-wit, the majority of the country elevator men will not stand by the man or market that makes bids on the flat grades exclusively, when they can make a dollar otherwise; showing that the demand for flat bids is not wholly one of principle so much as a matter of expediency.

#### THE NORFOLK CONVENTION.

As a function, as distinguished from a legislative session, the Norfolk convention was one of the most delightful meetings the Grain Dealers' National Association has ever held. It is not invidiously said, that nowhere has the Association been more graciously welcomed or more generously entertained; for Norfolk is different, and her entertainments were, naturally enough, *sui generis*, conceived on a royal scale and most perfectly carried out.

But as a legislative congress of the Association, the meeting can hardly be said to measure up to some others of the past. The record is all of a negative sort on the one big question brought to the Association's attention—the grade rules. Although somewhere we had seen it hinted that this would be *par excellence* the great problem of the convention, it was clear, the moment the subject was mentioned, that it could not be so. It was, in fact, tabooed. The Association last February, at Washington, as the price of freedom from molestation by pure food inspectors, had committed itself to the principle of official standardization as the solution of the whole problem of defining and differentiating the grades; and there is now nothing to do but to go that road to the end. Whether desirable *per se* or undesirable matters nothing; no change in the grading rules by the Association or the exchanges will hereafter be made that does not originate at Washington. It is just as well. In a sense, the trade is tired of the whole question. The rules are not really lacking in uniformity other than technically; and the experts who examined the samples of the grades brought together by the inspectors at President Culver's suggestion, found that the grades now are practically the same in all the markets there represented; and no changing of the rules could improve the situation in that respect, or better insure to buyers what they buy than they are now insured.

However, absence of positive legislation is encouraging rather than otherwise. Associations, like states, may easily bury themselves under a mass of useless and unwise laws; for it is not the making of new laws so much as the enforcement of the laws men have that conduces to civil and commercial betterments. The fact that no pressing need appeared for further association enactments was a mighty good sign of the Association's general good health and self-reliance.

#### THE ANTI-FUTURES BUGBEAR.

In Secretary McHugh's Norfolk address, as well as in the brief article reprinted from Broomhall's *Milling*, the "Futures Bugbear," considered from the farmer's standpoint, is convincingly demolished. Of course, all farmers will not accept the facts. Taught by their newspapers that the exchanges are "gambling resorts" (and privately some agricultural writers

admit they deliberately foster this error for mean reasons of their own), many farmers have accepted the fallacy as truth and cling to it firmly, perhaps because it requires some tire-some thinking to arrive at the truth. Nevertheless, it is an open question whether the great majority of farmers, as distinguished from city folks, so believe, or, if given an opportunity to do so, would vote to abolish the exchanges. Most of the exponents, so considered, of farmers' opinions quite as frequently express only their own opinions, and in this way try to create opinion against future trading, as they actually formulate farmers' opinions on the subject. A great many farmers are now breaking into the grain business and the banking business on their own account; and this fact necessitates some thinking for themselves, as they are being brought into actual contact with the practical business of merchandising their own products and see it in a way they never saw it before, when their part of the movement ended at the elevator dump, with checks for their grain in their hands. It has often occurred to us that perhaps the "man in the street" ought to be taken as much account of as the "man on the farm" in laying out any campaign of education. There are few farmer congressmen; the latter come from the streets for the most part. The majority are cheap men; and the anti-future bugbear is a peculiarly handy wind-bag for them to use against the "gamblers who corner grain and raise the price of living," and all that sort of thing. The farmer is dull; but he is no duller than the average "man in the street," who has much less time and quite as little disposition to search for the real solution of the great economic questions of the day (of which future trading is not the least) as the farmer himself.

#### TELEGRAPH SERVICE REFORM.

It is, of course, a sign, as it is the result, of "prosperity" that "cars are scarce." And all the world knows about it; but what the world does not know is that the telegraph service is quite as inadequate to current needs of business as is the car service. As Mr. R. W. Carder of W. A. Frasier Co., Chicago, said to us recently:

The W. U. Tel. Co. has frequently held our messages from thirty minutes to a full hour, often, in fact, until the close of 'change, before sending them. In our office we tried the experiment of stamping all telegrams with the words, "If this message is held over fifteen minutes, return to us"; but the company has refused to accept messages so stamped.

Now, in very many cases the Western Union has leased its best wires to private parties, reserving its old wires only, consequently it is affording poorer service to the public. This practice should be reversed, as their first duty should be to serve the whole public, not their lessees chiefly. In towns of 5,000 people, say, like Pontiac, Ill., where the operator goes to lunch from 12 to 1 o'clock, there is no wire service whatever. In still smaller towns, where the operator acts as station agent, baggageman, express agent, etc., as well as telegraph operator, very naturally his duties call him frequently from the office and the telegraph service becomes totally inadequate to the demand.

It may or may not be true that it would pay the telegraph company to better its service, but the fact is the service to the heaviest patrons, the grain trade, is particularly bad; and something must be done to force a remedy. The procedure is not clear; but the report on pp. 205-6



of this number recommends the passage of the Cary filing bill, which would compel the companies to show just what time elapses between filing and delivery to addressee, which would, of course, establish the fact of unreasonable delay, which would be something.

But the telegraph and telephone companies are common carriers, and are now under the nominal control of the Commerce Commission in respect to the comparative treatment they give individual patrons, as to service and rates. But the real difficulty in the premises, as in the case of car shortage, is that there is no law to compel the companies to render adequate service as a condition precedent to retaining their franchises. As common carriers, they are nominally required to give the service they purport to render; but when they do not do so, the sufferer has no remedy except to sue for the damages resulting; and all know how little satisfaction one gets from that course, even when he wins out.

At least, the arm of control by the Commerce Commission, with power to compel service, should be the law.

#### DR. WATSON ON ACIDITY.

It is to be regretted that the long debate on the grading rules, the desire of the delegates to get to the Cape Henry feast, and the insuppressibility of a brass band vociferously delivering itself immediately under the speaker, all combined to draw away from him Dr. Watson's audience when talking at Norfolk on the acidity of corn. Although it is now about two years since, with the kindly assistance of Dr. Watson himself, this paper first brought the subject to the attention of the trade, there has since been but little consideration of acidity by the grain trade. As a cause of the dread pellagra—more awful, perhaps, than leprosy itself, to which pellagra has some superficial resemblances—corn has been declared innocent by many presumably competent authorities; and perhaps for that reason the study of acidity in corn as a contributing, if not a direct, cause of pellagra has been neglected by the grain trade as well as by the public, worn out by the sensationalism of the cheap magazines.

But the indictment of spoiled corn will not down; and certainly the address of Dr. Watson, and of Dr. Duvel also, who has made some study of the same subject, were sufficiently startling in their relations to reopen the whole question for further examination. And in doing so, Dr. Watson added to the service he had previously rendered in this direction, by showing that there is a vast difference between "spoiled corn" (a rather indefinite characterization of a condition) and rotten, or cob-rotten, corn. The acidity is not chargeable to the latter condition at all, but to one that finds its origin absolutely in the faulty curing of the corn on the farm; in a word, to the damage that results from the almost universal habit of farmers of cutting and shocking their corn and letting it stand out in the weather before husking and cribbing.

It is unfortunate that the remedy involves, therefore, a revolution of farm practice in this respect, for farm reforms come distressingly slowly. Apparently Mr. Watson is right. At

least, the acidity is there, beyond question, and it is dangerous to human and animal health. It must be gotten rid of; and it is the duty of the farmer to reform his methods to this end. It is, therefore, up to the grain dealers, first of all persons, to bring this grave situation home to the farmers and begin the campaign to have this dangerous practice abandoned by them.

#### REJUVENATION OF THE CANAL.

The quarrel between the Morton salt interests of Michigan and the independent salt-makers of that state and of Ohio over transportation rates to the West is apparently responsible for the reawakened interest in the old I. & M. Canal in Illinois. When the Commerce Commission ordered the railroads to stop paying divisions of the through rate to the cross-lake boats of the Morton interests, which were called "nothing more than plant facilities," the Mortons began looking about them for other than the rail routes to Mississippi River, and so discovered the canal, which, despite its neglect, is still able to float a boat from the Joliet end of the Chicago drainage canal to open water in Illinois River at La Salle. And the volatile Chicago press, that a few years ago killed the canal by damning it as a useless "tadpole ditch," now makes a pictorial sensation of the fact that an old-time canal propeller with loaded barge is able to negotiate a passage through its mud into Chicago.

The fact is the old I. & M. Canal needs only a few true friends dissociated absolutely from waterpower schemes and construction contracts. A million or more for dredging mud and to enlarge about ten locks from 200-ton to 600-ton size would make a continuous 600-ton barge channel from Chicago across this state to the Mississippi River, worth to bulk shippers of central and northern Illinois, as well as of the state of Iowa, every year all it would cost to make the enlargements; but as the state of Illinois is prohibited by its constitution from appropriating money "in aid of railroads and canals," the task of rejuvenating this canal is a much more complicated one than the now enthusiastic newspapers think—the same papers that a few years ago so heartily endorsed the successful proceeding by a Chicago man to enjoin the expenditure of the last appropriation by our legislature to save the canal for the use of the people, to which there was practically no objection outside these newspaper offices.

#### THE OCTOBER CROP REPORT.

The October Crop Report confirmed the opinion of many that the September Report was too conservative, notwithstanding its indications of enormous totals for all crops, cereal, vegetable and fruit. The October Report therefore records a production never before equalled in our history—6,606 million bushels of cereals alone, worth approximately 4,000 millions of dollars. No wonder that Prosperity's sun shines, with so much food in sight. Whether this bounty will reduce the cost of living depends on other things than its immensity. Prices to the farmer have, indeed, fallen considerably, but the inadequacy of farm storage in the Far West and Northwest is immediately responsible for

that, for no prices could withstand the effects of the unparalleled flood of grain that since harvest has poured into all terminal markets. In addition to this flood, before the middle of September, Kansas elevator men were piling wheat on the ground, as they did some eight years ago, because of lack of house room and transportation facilities. Europe took much of the earlier surplus, but enormously high ocean rates have been a clog on the export movement; while later European crop reports indicate that fears of food shortage there, due to the inclement weather of which all travelers complained during the season, have been greatly exaggerated. So slower prices to the farmer seem likely through the entire crop year, in spite of the absence of reserves everywhere. But unless the carriers do better than they are doing now as to service, the great consuming public—"the man in the street"—is not likely to get the benefit of what the farmer may lose.

#### A NEWSPAPER BLUNDER.

The statement that has been going the rounds of the Ohio newspapers that an "Ohio Shippers' Association" had been organized recently is erroneous; the statement should have read: "Ohio Hay Shippers' Association." The Ohio Shippers' Association is an old and most useful organization, of which J. W. McCord of Columbus has been the efficient secretary for many years. It so completely meets the needs of the shipping public of Ohio that there is no occasion nor room for another association of that nature. The Ohio Hay Shippers' Association has a different purpose.

#### THE LADINGS BILL.

Bill of lading legislation took a rather unexpected step forward in the Senate just before adjournment, when that body passed the Pomerehne bill by a unanimous vote. The bill is a moderate but comprehensive measure that has had the endorsement of the bankers and the Industrial Traffic League. Its main provisions are that the carrier is estopped from denying the entire validity of bills signed by its own agent, thus making the carrier liable for loss or damage due to its own carelessness or negligence; that it holds the carrier responsible for the delivery of goods on bills drawn to "order of," no negligence of its own relieving the carrier in this respect; and that it abolishes "shipper's load and count."

There is nothing about the bill that should cause delay in passing it through the House and that passage is expected soon after Congress assembles in December, if a little pressure by constituents is exerted. It will then be in order to get the same bill passed by the state legislatures—it has already been enacted by several—in order that all bill of lading laws may be substantially uniform, as a protection at once to shippers, to bankers handling order bills and to the carriers themselves. This consummation has long been looked forward to; now it really seems to be in sight—if grain men will but join other interests in urging congressmen to pass the bill *just as it stands* without a single alteration, even of a word. Use your influence, Mr. Reader, to this end.



## EDITORIAL MENTION

The Ohio State Association will have an important meeting on October 25, at the Neil House, Columbus. It should be well attended.

The Tri-State Grain Producers' and Dealers' Association, headquarters at Lima, Ohio, practically unanimously agree that new corn should be handled cautiously and not rushed to market early.

The addresses at Norfolk of Commissioner Watson and Dr. Duvel were alone worth the "price of admission" and the "passage money." They point the way the advance guard is breaking; and that is the road the main body, and especially the rear, will have to follow some of these days.

The Missouri "Dairy Food and Drugs Law" defines "grain" as, "Fully matured, clean, sound, air-dry seed of wheat, maize, rice, oats, buckwheat, barley, sorghum, millet or spelt." Humph! But later on, "rice" is defined as "hulled or hulled and polished, grain of *Oryza sativa*." Oh. But why this concession in the case of rice?

A Cincinnati paper recording the flight through that city of President Metcalf and Sec'y Strong of Illinois on their way to Norfolk, says Mr. Metcalf "spoke on the point at which ownership of grain passes from the consignor to the buyer, advocating that point to be the close of inspection." Very well; but would Mr. Metcalf be willing to accept the inspector's guess of the weight of the grain as well as the quality, and have settlement made at once on that basis? The receiver settles immediately the weight is known, how can it be otherwise?

The guess of "Editor Moody" that current high ocean freights, that make it cost 25c a bushel to lay down Chicago wheat in Antwerp, are due to the Turko-Italian war, is not half as sound as the explanation of Mr. England of Baltimore to the writer, that the higher freights here are in large measure due to the departure of the tramp steamer from our shores to other parts of the world in days when trans-Atlantic rates were low. When these boats return to earn higher rates offered here than where they are, or new boats are built, there will be a decline in rates.

Scooping in northwestern Ohio is not quite so rampant as it was a few weeks ago, but it is still a great menace to the established trade in that territory; and receivers really ought to be more considerate of the elevator men there by discouraging in the way they are always able to discourage this unattached trade. The receivers on 'change especially should realize that they are in a peculiar position: they are protected by their organizations from irregular trading, because all trading on 'change may be by members only; whereas their country patrons are not in a similar position, but are open to raids by accidental traders who quit as soon as the cream is off the crop movement, and leave the regular dealer only the skim milk running through the entire season. Co-oper-

ation among the established men only should be the watchword; it is the only really fair policy.

The agricultural appropriation bill provides for a test of the spinning values of the different "standard" grades of cotton; and it is anticipated that, as a result of this legislation and the purchase of machinery to make the tests, new standard grades will be promulgated by the Government. Does this suggest the possibility of the milling test being used as a factor in the "standardized" grades of wheat yet to come, that some millers have been asking for in the past?

Hay men at Philadelphia on October 4 received notice from the Pennsylvania R. R. that the free storage period on hay in the house of the Merchants' Warehouse Co. would be reduced from ten to five days, effective October 15; and on the 8th they were informed that the same road at Baltimore at the Terminal Warehouse Co. would allow full ten days following the usual four days free time, the storage charge in both cases being 30c per ton per 5-day period, the minimum charge being \$3. Quite naturally the Philadelphians are "in arms" at this apparent discrimination against them. The B. & O. still maintains the 10-day regulation at Philadelphia.

In retiring after a two-years' administration, President E. M. Wayne of the National may do so, confident that he carries with him the kindly regard and the gratitude of the trade. As a representative of the country dealer he was able to command for the Association the respectful attention of the politicians and the Government at Washington at a most critical issue; and the influence of the Association was, during his administration, unquestionably greatly enhanced and its substantial beneficence to the country made known to all classes. In passing the succession to Charles D. Jones of Nashville, a receiver, the Association has selected a man who has been long identified with the Association's work and who is one of the best representatives of the sincerely and sanely progressive men identified with organization. "The world moves, and all is well with us."

The legislative committee's report at Norfolk made the excellent recommendation that State legislative committees should be named to report pending legislation in the State legislatures to the National Association. In organized States the secretaries and association committees usually look after bills presented and report to their people; but there is the larger part of the country wholly unorganized, save as locally there are direct members in the National Association; and these direct members may or may not be located at the capital cities or be disposed to keep watch on State legislation. We have found in our own experience as publishers that the ordinary "legislative reporter" for the press is hardly to be relied upon to sift the grist of bills to find what is of interest to the trade or to report it in an appreciative manner; he is able now-days to sense only the sensational; and yet so ubiquitous is the disposition to meddle with—to "regulate"—the grain trade that a watch should be kept at every

State capitol during a session as a measure of precaution. Activity in this direction by the National Association would no doubt be of great value to the entire trade.

The proceedings of the Norfolk Convention, the only complete record of which that will be made public is the one printed in these pages, is quite unedited with the blue pencil. The whole story is told, although the final motion, except that to adjourn, provided for expunging some parts of it. That gracious motion was, of course, technical; the past cannot be expunged or undone; and the future can be safely entered upon only with the guidance of Experience born of the Past. That is the reason the whole truth is here told, that all the factors going to make up this great Association, so like our own Country in that respect, as was made clear by Governor Mann himself, may understand each other. The complainants of Western inspection were in dead earnest; but the grace with which the crisis was met by them is earnest for the future of this body.

The car famine, which is "sore in the land," is so aggravated by the holding at the ports of immense numbers of cars loaded with merchandise and commodities for export, that Commissioner Lane on October 6 said:

It is not unlikely that the Commerce Commission may find it necessary to draft and promulgate a code of rules to govern cars held at ports, just as the present demurrage regulations govern the use of cars bearing local shipments.

But the demurrage referred to does not seem to do the expected work of moving cars rapidly, and at least two state commissions have now before them the proposition to raise the demurrage charge to \$5 a day in order to make "car warehousing" too expensive to be practiced. The danger in this is that, without some system of reciprocal demurrage to equalize and have control over railways to prevent impositions on prompt patrons through defective service, the innocent may suffer more than the "car hogs" by the high rate.

Another chapter is added in these pages this month to the history of the great work going on in Montreal harbor, directed by the Harbour Commissioners, to provide facilities for handling the floods of grain moving down to the sea from the West and Northwest. While this is a Canadian work, the benefits inure to Americans as well; for there is at all times a certain part of the grain of our own West—corn—that goes abroad through Montreal. The high character of the work is well described in these pages; its magnitude will be understood by a study of the general plan shown on p. 180, the whole being the more interesting because it is the conception of American engineers. The final purpose of the Commissioners is not merely to be able to move Canadian grain *per se*, but to create, by its system of grain elevators, a perpetual reservoir of grain, that any ship that goes to Montreal may depend on finding there a cargo of grain without waiting for specific shipments to come down from the West to it, and by thus creating a reservoir for cargos every shipment of grain to Montreal will, in its turn, know that it will find there immediate elevator and ship accommodation without incurring delays and charges for demurrage. This



is the problem the Commission has had to face; and it is being solved in the right spirit and in the right way.

The most successful man is generally the most efficient and useful man in his line, be it what it may. The world owes no man anything, but it gives liberally to him who earns by service.

The Minneapolis Chamber of Commerce rules anticipated the move recently made by a country banker interested in a country elevator, who tried to get a certain commission man's deposit by agreeing to influence grain shipments to him from local farmers' elevators. The Chamber's rules prohibit absolutely any such agreements, as well as any division of commissions.

If, as reported from Iowa, where the frost came early and the rains have been numerous, there is only 20% of the corn that will be "soft," the coming winter shipping season will be less conducive to "nervous prosperity" than has been the rule for several winters. Experts Snow and Lyle, however, throw out the warning that 20% is too low a percentage to expect; while Walter Fitch a month ago reported information pointing to material damage in Ohio, Michigan and Indiana from same cause. The truth is that corn that is not fully "made" by September 15 to 20 rarely matures after that time.

Sec'y Courcier and his experienced and clever editorial assistant, Mr. Quinn, are pretty "wise birds"; they do not often run after the seed bag instead of the fox; but even the best of us have it "handed to us," and this is how a Pennsylvania country newspaper "put it over" on the office—it's worth reprinting because it is different and confirms our often-repeated suggestion, that dealers would do well to cultivate the country editor directly:

The Grain Dealers' National Association, through its secretary, has sent us a lot of stuff that is practically advertising matter which the grain dealers want to get before the public, and asks us to run it as "fillers." We do not need any fillers. Our country correspondents, the news of the world and the advertising public keep us figuring how to get space for the matter we can not afford to leave out of our paper. The secretary writes us that the association has "a long record of achievements to its credit." We do not doubt it, but the exploiting of the publications issued from this office is not one of them, and is not likely to be. Advertising rates on application.

The bumper crops of the year may not be wholly due to the activities of the Crop Committee, nor yet to the other prophets of the New Agriculture, nor yet to all combined; yet, when, as happened to Bert Ball, the other day, the Crop Improvement Committee has sent to it a string of "almost perfect ears of corn," raised according to the instructions of the Committee, in a county organized in the "County Unit" plan of the Committee, it is safe to assert boldly that the Committee has, at least, "started something." The county referred to is Kankakee, Illinois, where there are over 300 farmers who are co-operating with the local committee whose success with corn this first working season has been such that the local committee is preparing to secure a place in the City of Kan-

kakee to handle seed corn for county planting in 1913. Of the wisdom of Mr. Ball's County Unit plan there can be no doubt now, if there ever was; and the future will certainly see a wide extension of the plan in all parts of the country.

The public, both native and foreign, has been so long taught to regard England as wholly dependent on the outside world for foodstuffs, it may be surprised at the statement recently of R. H. Rew of the British Board of Agriculture, that the United Kingdom produces at home as much food as she imports and some \$65,000,000 worth in addition. Of grain and flour the deficit is, of course, very great, the value of the home product being only \$50,000,000 against \$240,000,000 worth imported; but the value of the meats and fish and farm produce generally, like butter, eggs, poultry and vegetables, of home production is very great; in fact, after grain, the heaviest deficit, made up by importations, is of fruits only. Even of grain the Kingdom grows very much more than any single nation sends her. As a buyer, Great Britain "plays no favorites" and has not for nearly seventy years, but takes her supplies wherever the price is most attractive and where the haul is in favor of her own ships. She lets no sentiment interfere with her reaping the benefit of the virgin wheat fields of the world which since 1845 have everywhere and at all times given her their first fruits at the lowest possible price.

The admission of "Velvet Chaff" wheat to the Chicago contract grade may be wise from the speculators' point of view, but it will, of course, mean that the best price that will be obtainable for "contract" wheat will be the value of "Velvet Chaff" only, so long as that wheat continues to be of a lower quality than Blue stem or Fife. It is true the milling quality of Velvet Chaff seems to be improving year by year; but it varies greatly in quality from year to year and is not dependable one season with another and is not always of the same quality through a single season; and millers of hard spring wheat still slight it when they can get Blue Stem or Fife wheat, which can be relied on. That Velvet Chaff was admitted to the contract grade in Minnesota was to have been expected, seeing that it is popular because a heavy yielder and that wheat growers rule the State and dominate the Boards of Appeal that make the grades. But because it is not a dependable wheat, with a very wide possible range of discount on the cash tables as compared with Blue Stem or Fife of same grade, the admission of it to the contract grade at Chicago seems to justify Pope & Eckhardt Co.'s criticism, September 18, that, "For the carriers of cash, principally the large elevator concerns, this rule seems to perfect a scheme for the perpetual collection of premiums. For the short seller it is 'nuts'; who, if by any unfortunate chance or circumstance, he shall fail to deliver the cheapest of the four different kinds now deliverable, can still find recourse in the so-called anti-corner rule, and the buyer gets a settling price. For the producer who markets his reserve usually at times of plenty, it is h—l; the country dealer may get what is left. Threats and pending National and State legislation seem to make us forget that we need buyers to help make a

market." Broomhall has recommended to English and Continental millers that "it would be desirable to procure trial lots of Velvet Chaff and experiment with it until they learn the relative value of it compared with No. 1 Northern Springs" feeling assured that so long as it is "contract" at Duluth and Chicago it is about all the wheat they are likely to get on their American contracts.

The committee on telegraph service approved at Norfolk the argument by President Taft, as opposed to that of Postmaster-General Hitchcock, that Government ownership of the telegraph lines is undesirable and impracticable. We are inclined, at first flush, to agree with the committee; and yet it is a fact, that the only great nation on earth that does not own the telegraph system is the United States. Abroad the postoffice is also the telegraph office, and there Jones and Smith are equals in the matter of service. We are not prepared to say that the foreign service is better or worse than our own; but it is quite certain that the clamor for public ownership in this country of all public utilities and their actual public ownership, so far as it has gone in every direction, have come out of the inadequate or discriminatory service rendered by the public utilities owned and operated by individuals. This demand for public ownership of the telegraph lines will go on until the telegraph companies make such improvement in their service that the public will cease to think about their ownership. The American public is naturally individualistic; it will remain so until the politicians and the national public service companies force collectivism upon us by the demagogism of the former and rotten service of the latter; and in that event, the telegraph companies will be the first to disappear.

The address of President Johnson is well worth reading—re-reading by those who heard it delivered; for it is the view of the current railway situation taken by an apparently conservative man—a railroad man who is said to be actually building freight cars in his own shops and making improvements in his property out of earnings set apart for that purpose. When such a manager asks for adequate rates to enable him to pay his debts, current expenses, fair dividends to the men who supply the actual cash capital, and to make renewals and needed improvements without borrowing money to add to the fixed charges the public must pay, reasonable men are willing to agree; for that is the way individuals in business conduct their own affairs. It is not such a program to which shippers object. What shippers do object to is the "melon cutting" to hide the habitual earning of large dividends, and the cutting of those "melons" at the very time when these hundreds of railroad presidents are complaining that they cannot borrow more money to make replacements of worn-out rolling stock and renewals that should be made out of earnings set aside for the purpose, as Mr. Johnson is said to have done, and not distributed as dividends. Two such "melons" have been reported by the newspapers within the past few weeks, both by railway boards whose presidents have been notorious for their attitude toward public opinion and the action of the Commerce Commission in respect to rate advances.



## TRADE NOTES

The Grain Elevator Construction Co. is the style of a new firm recently organized at Williston, N. D.

The National Gas Engine Starter Co. of Chicago, Ill., was recently incorporated with a capital stock of \$300,000.

C. F. O'Connor, recently of the Decatur Construction Co. of Decatur, Ill., is now representing the Skillin & Richards Mfg. Co. of Chicago.

The Macdonald Engineering Co. of Chicago has just completed a new reinforced chimney 125 feet in height for the Hayford Elevator at Chicago.

The Hess Warming and Ventilating Co. of Chicago reports that orders for the U. S. Moisture Testers the past month have been the largest in the firm's history for any similar period.

The Joseph Dixon Crucible Co. of Jersey City, N. J., announced with profound sorrow the death of its honored vice president, William Horace Corbin, which occurred Wednesday, September 25, 1912.

J. H. Pank, formerly engaged in grain machinery lines and well and favorably known in central and northwestern grain circles, has been appointed manager of the Pioneer Malting Co. of Minneapolis, Minn.

W. H. Salisbury & Co., Inc., of Chicago, among a few of their recent large orders furnished 525 feet of 22 and 36-inch Salisbury Solid Woven Belting to Pillsbury Flour Mills, Minneapolis, Minn., and 1,120 feet of 30-inch 5-ply Salisbury Solid Woven Belting to the Canada Cement Co. of Montreal, Que.

A grain elevator is scarcely complete today without an employees' elevator. One of the best makes of machines for ascending and descending the various floors of the grain elevator is that built by the Nordyke & Marmon Co. of Indianapolis, Ind. It is strongly built and its use in a large number of houses attests its reliability and excellent service.

The Burrell Engineering & Construction Co. of Chicago has made a record of 40 new grain elevators this year in various sections of the principal grain producing states; of these, six were built of concrete, the remainder being of cribbed construction. This speaks somewhat of the popularity of the Burrell type of grain elevators, which are of recognized worth whether country or terminal houses.

The Wolf Company of Chambersburg, Pa., reports an unusually satisfactory season, with prospects excellent for next year. In fact, the company expects that next year will see more work done in the way of building new grain elevators, and new mills and remodeling old ones than has been the case for some half dozen years. According to this firm, the general feeling among grain men and millers seems to be good and they are making money.

A contract for a reinforced concrete grain elevator of 1,500,000 bushels capacity will be let in October by the Manchester Ship Canal Company, Manchester, England. This elevator will be equipped for the handling of grain on the American system. The consulting engineers for the Manchester Ship Canal Company are John S. Metcalf Co., Limited, of Montreal and Chicago, who also designed and constructed the present 1,500,000-bushel elevator for the Ship Canal Company in 1898. The traffic on the canal has so greatly increased that a second elevator has become necessary.

An unusual condition of affairs was observed at the plant of the Charter Gas Engine Company, Sterling, Ill., recently, and was made the subject of comment by the local paper. The plant is located on two sides of the river and one day recently smoke from the stack on the north side of the river was seen to be traveling north, while that from the stack on the south side was going south. This is said to be an unusual phenomenon, although just the reverse of this condition—the north side smoke blowing south and that from the south side blowing north—is frequently observed. This is on cold mornings in the fall and early winter, when the air

is very still, and is explained by the statement that there seems to be an upward current of air above the river (caused by the water being warmer than the atmosphere) which draws in the smoke columns so they travel in opposite directions.

One of the features of the meeting of the Michigan Bean Jobbers' Association held at Saginaw, Mich., September 10 and 11, was a reception to the visiting bean and grain men given in the factory of A. T. Ferrell & Co. Mr. A. T. Ferrell was also host in the evening at a banquet served in the Saginaw Club to which all the members of the association were invited. As a mark of esteem and as an expression of the good will in which Mr. Ferrell is held by the Association he was presented with a handsome silver loving cup. Mr. Ferrell acted as toastmaster, and after some good speeches the party was entertained at an evening performance at a local theater.

Graphite for October, published by the Joseph Dixon Crucible Co. of Jersey City, N. J., contains a very handsome half tone of the Wheeler Grain Elevator at Buffalo, N. Y., which was built some three years ago by the Monarch Engineering Co. of Buffalo. The article in connection states: "The Wheeler Elevator is protected from the insidious effects of grain dust and other destructive influences by Dixon's Silica-Graphite Paint. Dixon's Paint has become the standard of grain elevator owners who recognize that the cost of painting is largely decreased by using a good paint. To those who are particularly interested in the painting of grain elevators, we should like to send a letter written by the manager of a large elevator company. On his particular elevator Dixon's Silica-Graphite Paint has been used for seventeen years."

## I. &amp; M. CANAL CARRYING GRAIN AGAIN.

Two boat loads of corn left Utica via the canal for Chicago, consigned to Walter Fitch & Co., and on order that there might be no delay, the Canal Commissioners directed that lock and low-bridge tenders should be on hand to let the boats through at any hour of the day or night a lock or bridge might be reached.

This grain was the return cargo of the Morton sail boats, and are the first shipments of grain made over the canal in many years. The grain was shipped by the Farmers' Elevator Co. whose house is on the canal and has no railroad connection except that of a trolley line that is not permitted by its franchise to haul the grain eastward through Ottawa.

The canal towns no longer have canal elevators, as a rule, although there is an immense amount of grain in the houses in those towns that cannot be shipped for lack of cars—the owners being in the situation of Tantalus, with a waterway in sight but unable to use it.



THE 1912 STYLE.

—Minneapolis Journal.

## CROP REPORTS

Michigan State Report.—Corn, average yield for state, 31 bus.; beans, 20 bus. Of wheat 84% for state was sown on Oct. 1.

Clement, Curtis & Co. (Goodman) estimates corn, Oct. 1, at 72.9%, compared with 81% in September. The "declines were somewhat general, the South leading. Minnesota and South Dakota lost materially following the freezing weather." They "estimate an average of 10% of soft corn in the states of Ohio, Indiana, Michigan, Wisconsin, Illinois, Iowa, Nebraska, Minnesota, North and South Dakota. The condition suggests a crop of 2,900,000,000 bus. on the Government's five-year average, 2,854,000,000 on a ten-year average, and 2,914,000,000 on the previous five years' average. The Government this year takes the five years, 1906-10, as a basis, which, during the season, showed a higher crop promise than the five years, 1907-11. In this the final month all percentage estimates are within a narrow range. We have applied the five and ten-year percentages to last year's revised acreage and final crop, the ten-year basis last year was 100,000,000 too low."

## THE CROP REPORT.

The October Crop Report sustained the impression that the crop yield of the nation of every sort was the greatest in its history. The summary, stated in terms of condition, was as follows for the cereals:

Crops.	Condition Oct. 1, or at time of harvest.			Acreage, 1912—	
	1912.	1911.	10-yr. av.	Per cent of 1911.	Acres.
Corn .....	82.2	70.4	80.4	102.2	108,110,000
Buckwheat .....	89.2	81.4	83.3	100.2	835,000
Potatoes .....	85.1	62.3	76.2	101.9	3,689,000
Flax .....	83.8	69.6	*77.9	108.5	2,992,000
Rice .....	89.2	85.4	84.8	102.0	710,100

\*Nine-year average.

The yields indicated by the condition of crops on Oct. 1, 1912, or at time of harvest, and the final yields in preceding years, for comparison, follow:

Crops.	Yield per acre—			Total production in millions of bushels.		
	1912.*	Final.	1911. 1906-10 av.	1912.*	Final.	1910.
Corn .....	27.9	23.9	27.1	3,016	2,531	2,886
Buckwheat .....	21.4	21.1	19.5	18	18	18
White potatoes .....	108.8	80.9	96.8	401	293	349
Flax .....	19.8	7.0	8.7	29	19	13
Rice .....	33.4	32.9	32.4	24	23	25

\*Interpreted from condition reports. †Based on average for 1905-9.

Preliminary estimates of production in bushels have been made as follows:

Crops.	Yield per acre.			Production (000 omitted)—		
	1912.	Final.	1911. 1906-10 av.	1912.	Final.	1910.
Spring wheat....	17.2	9.4	13.4	330,391	190,682	200,979
Winter wheat....	15.1	14.8	15.5	389,942	430,656	434,142
All wheat.....	16.0	12.5	14.6	720,333	621,338	635,121
Oats .....	37.4	24.4	28.4	1,417,172	922,298	1,186,341
Barley .....	25.7	21.0	24.8	224,619	160,240	173,832
Rye .....	16.9	15.6	16.3	35,422	33,119	34,897
Hay (tame), tons	1.47	1.14	1.42	72,425	54,916	69,378

Comparison of oats crops (37.4 bus. per acre in 1912 vs. 24.4 bus. in 1911):

States.	Production (000 omitted), 1912.		Production (000 omitted), 1911.	
	Total.	Quality.	Total.	Quality.
Iowa .....	219,780	95	126,225	89
Illinois .....	182,726	91	121,536	84
Minnesota .....	122,932	94	67,214	80
North Dakota.....	96,138	95	51,230	85
Nebraska .....	56,420	89	34,750	73
Wisconsin .....	84,291	87	67,050	83
Ohio .....	91,276	90	54,570	90
Indiana .....	79,558	90	47,068	87
Kansas .....	55,040	91	30,000	73
South Dakota.....	52,052	91	11,396	65
Michigan .....	51,826	82	42,900	86
New York .....	36,714	83	38,645	87
Pennsylvania .....	36,377	88	31,724	86
Missouri .....	32,264	94	17,760	73
United States.....	1,417,172	91.0	922,298	84.6

Comparison of corn crops by condition only:

States.	Per cent of U. S. acreage in state.	Condition Oct. 1—			
		1912.	1911.	10-yr. av.	Sept. 1, 1912.
Illinois .....	9.9	86	76	85	85
Iowa .....	9.3	91	70	80	93
Kansas .....	7.9	72	49	71	74
Missouri .....	7.1	84	71	82	84
Nebraska .....	7.0	77	62	79	80
Texas .....	6.8	75	39	69	75
Oklahoma .....	5.0	63	25	69	64
Indiana .....	4.6	89	80	86	85
Ohio .....	3.8	90	86	84	85
Georgia .....	3.7	74	89	85	76
Kentucky .....	3.3	89	79	85	87
Tennessee .....	3.1	82	90	84	82
Alabama .....	2.9	80	89	83	82
Mississippi .....	2.9	80	86	80	81
North Carolina.....	2.6	75	82	84	75
Arkansas .....	2.4	78	80	80	80
South Dakota.....	2.3	84	70	81	87
Minnesota .....	2.1	84	83	81	82
Virginia .....	1.8	73	76	87	74
South Carolina.....	1.8	75	82	83	77
Louisiana .....	1.7	80	75	80	81
Wisconsin .....	1.5	83	88	83	80
Michigan .....	1.5	82	84	80	75
Pennsylvania .....	1.3	85	90	84	80
United States.....	100.0	82.2	79.4	80.4	82.1



## CORN CROP OF THE WORLD

The United States, though it produces upwards of three-fourths of the Indian corn raised in the world at large, has some competition nevertheless. It is an interesting fact, in the face of our own high prices for cash delivery of corn, that the foreign corn harvests of 1912 promise large increase over 1911. The following are recent London estimates of the yield of 1912 in the various countries, compared with the actual of 1911 and 1910. The figures are in quarters of eight bushels:

	1912.	1911.	1910.
United States...	320,000,000	295,000,000	337,000,000
Argentina .....	30,000,000	3,500,000	21,000,000
Roumania .....	13,000,000	15,000,000	12,500,000
Bulgaria .....	3,500,000	4,500,000	4,600,000
Servia .....	2,800,000	3,000,000	3,400,000
Hungary .....	23,000,000	15,300,000	21,900,000
Italy .....	11,000,000	10,900,000	11,100,000
Russia .....	7,200,000	9,600,000	11,800,000

Total ..... 410,500,000 356,800,000 423,300,000

The recent corn crop estimate of our own Agricultural Department gave the equivalent of 362,000,000 quarters for the indicated 1912 crop of the United States.—N. Y. Evening Post.

Alberta wheat estimated at 25,000,000 bus.

Oklahoma's corn improved in September 2.7%.

Montana wheat crop estimated at 17,000,000 bus.

Less than 20% of Iowa's corn, it is estimated, will be soft this year.

Ohio state crop report on corn, 90%, against 91 in 1911, indicating 33.6 bus. per acre.

The Pennsylvania State Agricultural Department estimates a corn crop 10% greater than in 1911 on 1,150,000 acres.

Some North Dakota elevator men complain that the new grain is often loaded with wild oats, king-head and cockle.

Hobart, Okla., will ship this season about 50 cars of broom corn, raised in that neighborhood for the first time this year.

The Commerce Commission's order reducing the elevation allowance from  $\frac{3}{4}$ c to  $\frac{1}{4}$ c per bushel became effective on October 1.

The Armour Floating Dock Helena has been engaged by the Canadian Grain Commission for service at Port Arthur on wheat.

Missouri State Agricultural Department puts corn, Oct. 1, at 86.4, against 86.8 in 1911; no complaint of soft or wormy corn.

A cargo of Canadian wheat unloaded recently at Havre had to be sacked on board, the port having no facilities for handling bulk grain.

First car of new milo maize from Oklahoma was received in Chicago on September 17 and sold by the Adolph Kempner Co. It is used for poultry feed.

The Webb district of Idaho reports wheat yields of 70 and 60 bushels of wheat per acre by two farmers and 117 bushels of white winter barley by another.

Montana is shipping bulk grain to Minneapolis, to avoid sacking, in some instances; and the river boats are making repairs to handle the grain in that way.

All records for wheat receipts in the Pacific Northwest were broken in Portland in the week of Sept. 29, when 890 carloads reached the terminal yards.

The first carload of 1912 corn at Wichita was received on September 30 by the Anderson Grain Co. It was yellow corn and graded No. 2. It came from Palestine, Kan.

## RECEIPTS OF WHEAT AT PRIMARY MARKETS.

Receipts of wheat at winter and spring grain markets for 14 weeks, since July 1, with comparisons, in bushels, compiled by the Cincinnati Price Current:

	1912	1911
St. Louis.....	15,597,000	7,843,000
Toledo.....	2,474,000	4,768,000
Detroit.....	246,000	1,188,000
Kansas City.....	26,823,000	14,055,000
Winter Wheat.....	45,500,000	27,854,000
Chicago.....	18,034,000	24,234,000
Milwaukee.....	4,530,000	3,535,000
Minneapolis.....	27,196,000	27,997,000
Duluth.....	20,058,000	11,727,000
Spring wheat.....	69,818,000	67,493,000
Aggregate, 14 weeks.....	115,318,000	95,347,000

Total receipts of winter and spring wheat at primary markets 14 weeks since July 1, 1912, to Oct. 7, with comparisons.

	Winter	Spring	Total
1912.....	45,500,000	69,818,000	115,318,000
1911.....	27,854,000	67,493,000	95,347,000
1910.....	35,666,000	64,363,000	100,029,000
1909.....	32,311,000	64,844,000	97,155,000
1908.....	33,598,000	69,260,000	102,858,000

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of September, 1912:

**BALTIMORE**—Reported by Jos. B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	939,411	1,184,887	890,569	1,467,867
Corn, bushels.....	152,638	808,918	3,531	293,072
Oats, bushels.....	3,106,495	283,987	1,034,096	130
Barley, bushels.....	1,203	1,832		
Rye, bushels.....	13,801	140,893		
Timothy Seed, bushels.....	15,041	17,376		676
Clover Seed, bushels.....	1,304	917	635	
Hay, tons.....	3,916	5,545	560	1,010
Flour, barrels.....	165,295	246,687	31,281	163,883

**BOSTON**—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Flour, barrels.....	163,481	162,128	25,510	60,280
Wheat, bushels.....	1,325,379	1,015,591	1,058,554	895,704
Corn, bushels.....	48,423	979,226	48,438	670,701
Oats, bushels.....	903,970	308,309	448,310	602
Rye, bushels.....	5,728	6,886		
Barley, bushels.....	1,278	1,493		
Flaxseed, bushels.....				
Peas, bushels.....	980	6,504		
Millfeed, tons.....	855	855	29	156
Corn Meal, barrels.....	5,897	3,895	1,230	2,628
Oat Meal, cases.....	26,700	12,605	6,050	15,922
Oat Meal, sacks.....	3,136	10,940	2,050	7,330
Hay, tons.....	11,000	13,210	518	5,212

**CHICAGO**—Reported by J. C. F. Merrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	7,363,800	2,977,800	6,043,900	3,225,600
Corn, bushels.....	12,426,050	11,237,050	8,124,750	9,972,450
Oats, bushels.....	17,673,600	8,308,600	14,084,100	5,062,600
Barley, bushels.....	1,459,500	3,349,600	137,800	805,700
Rye, bushels.....	298,800	293,000	110,700	116,900
Timothy Seed, lbs.....	6,874,600	5,829,300	7,503,900	5,038,200
Clover Seed, lbs.....	271,200	518,500	140,500	50,900
Other Grass Seeds, lbs.....	2,297,800	1,632,100	2,544,700	1,630,900
Flax Seed, bushels.....	196,900	54,600	17,700	16,000
Broom Corn, lbs.....	1,564,800	1,165,800	611,100	1,080,100
Hay, tons.....	29,546	21,578	1,910	1,619
Flour, barrels.....	674,361	555,023	794,585	666,496

**CINCINNATI**—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	408,596		196,322	
Corn, bushels.....	733,460		368,556	
Oats, bushels.....	1,211,754		768,244	
Barley, bushels.....	14,906		1,091	
Rye, bushels.....	85,730		18,200	
Timothy Seed, 100 lb. bgs.....	15,093		6,628	
Clover Seed.....	3,947		708	
Other Grass Seed, lbs.....	23,106		12,740	
Flax Seed, bushels.....	112			
Broom Corn, lbs.....	29,849		3,520	
Hay, tons.....	9,457		3,311	
Flour, bbls.....	123,965		50	

**DETROIT**—Reported by M. S. Donovan, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	38,000	389,942		65,027
Corn, bushels.....	217,000	151,234	112,742	131,096
Oats, bushels.....	503,500	247,275	91,733	23,505
Barley, bushels.....		89,445		
Rye, bushels.....	7,000	43,750		15,232
Flour, barrels.....	22,488	26,318	29,800	18,440

**DULUTH**—Reported by Chas. F. Macdonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	17,413,109	7,214,613	13,941,648	3,461,571
Corn, bushels.....		170,112		179,639
Oats, bushels.....	595,295	320,827	702,756	63,007
Barley, bushels.....	2,140,399	2,303,913	1,522,389	1,757,312
Rye, bushels.....	613,527	243,876	515,454	180,694
Flax Seed, bushels.....	228,783	282,402	258,287	119,672
Flour, bbls.....	889,525	837,790	960,325	858,445
Flour Production.....	85,170		75,670	

**GALVESTON**—Reported by John H. Upschulte, Chief Inspector of the Cotton Exchange and Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	162,000	1,871,000		1,981,600
Corn, bushels.....	14,000	18,000		
Oats, bushels.....		39,000		
Barley, bushels.....		14,000		
Rye, bushels.....				
Flour, bbls.....			32,900	34,600

**KANSAS CITY, MO.**—Reported by E. B. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	7,933,200	3,196,800	5,306,400	2,445,600
Corn, bushels.....	616,250	608,400	465,000	1,269,600
Oats, bushels.....	693,600	691,900	481,100	640,900
Barley, bushels.....	5,600	51,800	2,800	56,000
Rye, bushels.....	15,400	2,200	11,000	3,300
Kaffir Corn, bushels.....	50,000	18,750	39,285	20,536
Flax Seed, bushels.....	9,000	3,000	2,000	
Bran, tons.....	2,040	1,380	3,740	6,060
Hay, tons.....	27,360	16,380	4,296	3,864
Flour, barrels.....	32,250	14,750	240,250	153,000

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	2,106,200	1,509,370	833,615	731,176
Corn, bushels.....	971,040	670,090	616,314	597,111
Oats, bushels.....	2,345,400	1,157,700	1,462,295	463,117
Barley, bushels.....	1,440,400	2,350,800	312,221	997,713
Rye, bushels.....	403,700	419,220	137,074	239,011
Timothy Seed, lbs.....	522,650	627,615	60,000	145,450
Clover Seed, lbs.....	123,305	443,505		131,565
Flax Seed, bushels.....	24,000	2,400		
Bran, tons.....	3,410	4,472	108	96
Hay, tons.....	275,000	273,620	321,064	296,506

**MINNEAPOLIS**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	13,828,710	13,810,480	3,552,620	2,096,680
Corn, bushels.....	229,420	249,420	119,830	136,280
Oats, bushels.....	2,052,890	1,124,450	1,353,910	303,760
Barley, bushels.....	4,186,200	5,527,810	3,204,350	3,058,200
Rye, bushels.....	1,085,230	348,910	599,590	156,160
Flax Seed, bushels.....	699,870	563,940	133,970	106,010
Hay, tons.....	3,810	3,010	400	600
Flour, bbls.....	74,175	31,861	1,539,044	1,472,877

**MONTREAL**—Reported by George Hadrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	3,098,755	2,144,921	3,536,131	1,977,040
Corn, bushels.....		422,094	3,000	317,601
Oats, bushels.....	1,805,852	785,203	1,577,475	469,167
Barley, bushels.....	218,817	5,187	172,868	
Rye, bushels.....				
Flax Seed, bushels.....	25,850			
Flour, sacks.....	289,066	272,612	250,338	357,884

**NEW ORLEANS**—Reported by H. S. Herring, Secretary of the Board of Trade.\*

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	730,000	183,000	152,000	280,000
Corn, bushels.....	131,000	173,000	167,418	104,809
Oats, bushels.....	197,000	123,120	6,297	18,433
Hay, tons.....	3,040	3,430	40	118
Flour, bbls.....	151,976	101,106	65,888	69,659

\*For month of August.

**NEW YORK**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Wheat, bushels.....	5 175,200	3,492,784
Corn, bushels.....	443,365	50 424
Oats, bushels.....	4 189,175	1,735 717
Barley, bushels.....	197 305	262
Rye, bushels.....	104,650	17 186
Timothy Seed, lbs.....		bgs. 2 770
Clover Seed, lbs.....	bgs. 4 999	4 657
Other Grass Seed, lbs.....		
Flax Seed bushels.....	8,132	
Hay, tons.....	22,591	bls. 10,386
Flour, bbls.....	759,842	253 337



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

A new elevator is under construction at Panola, Ill.

Frank Supple is building a new elevator at Ogden, Ill.

M. E. Roberts of New Windsor, Ill., has leased the elevator at Joy, Ill.

Horton Brothers have purchased the Willey Elevator at Pierson, Ill.

L. Livingston of Chicago has purchased a Hall Signaling Grain Distributor.

A company of farmers has purchased Frank Gibbons' elevator at Dwight, Ill.

W. Heidloff of New Canton, Ill., has installed a Hall Signaling Grain Distributor.

The new elevator of the Cleveland Grain Co. at Champaign, Ill., has been completed.

The Weller Mfg. Co. of Chicago has purchased two Hall Signaling Grain Distributors.

The Neola Elevator Co. of Wedron, Ill., will install a Hall Signaling Grain Distributor.

F. S. Hough of Alpha, Ill., has equipped his elevator with a Hall Signaling Grain Distributor.

Wayne Bros. of San Jose, Ill., will rebuild their elevator which was totally destroyed by fire in September.

The Burnside Elevator Co., of Burnside, Ill., will equip its elevator with a Hall Signaling Grain Distributor.

The Burrell Engineering & Construction Co., of Chicago, has repaired the elevator of F. S. Hough at Alpha, Ill.

A company of farmers will erect an elevator at Prairie Center, Ill., on the interurban line passing through that point.

W. H. Thomas has disposed of his elevator at Sycamore, Ill., to G. S. Eddy of Marengo, Ill., who took possession October 1.

Will Ollman has sold his elevator at Colvin Park, Ill., to Holcomb Bros. of Sycamore, Ill. Chas. Cole will have charge of the business.

A new elevator will be erected at Alvin, Ill., on the site of the one formerly owned by Rev. Gaumer. It will be modern in every particular and cost about \$6,400.

The Farmers' Elevator Co. of Yorkville, Ill., has contracted with the Burrell Engineering and Construction Co. for a new elevator of 30,000 bushels' capacity.

Hamman & Murray are building a new elevator on the site of the old Mosher elevator at Roberts, Ill. The structure will be 36x36 feet and 55 feet high to the plates.

The Farmers' Elevator Co. of Newman has incorporated at Newman, Ill., with a capital stock of \$1,200. The incorporators are John F. Lyons, Henry Funfsinn and T. J. Flaherty.

Simpson & Perry of Danvers, Ill., have purchased the grain and coal business of the St. Joseph Grain Co. at St. Joseph, Ill. Possession was given Oct. 1. Mr. Perry will manage the elevator.

The Central Grain, Lumber and Supply Co. of Thompson's Corners, Ill., has placed the contract for a new 35,000-bushel grain elevator with the Burrell Engineering and Construction Co. of Chicago.

The Burrell Engineering and Construction Co. of Chicago has repaired the elevator of the Zoon Grain Co. at Rumlper, Ill., the house of the Holcomb & Dalton Grain and Lumber Co. at Chase, Ill., and the plant of the B. P. Hill Co. at Woosung, Ill.

The Farmers' Grain & Coal Co. of Fogarty, Ill., has incorporated at Fogarty Crossing, Ill., with a capital stock of \$6,000. The incorporators are Seth A. Warrick, William Amberg, Philip C. Gehlbach, J. W. Burke, Nicholas Amberg and William Fogarty.

The Fairview Farmers' Elevator Co. has incorporated at Fairview, Ill., with a capital stock of \$8,000. The incorporators are Dean Parks, R. E. Gould, Dennis Stone, W. O. Locke, W. A. Kerr and W. H. White. Work has begun on the company's new elevator.

The Turner-Hudnut Grain Co. is building a grain drier, costing \$15,000, in connection with its elevator at Pekin, Ill. The drier, which is the Ellis patent, will have a capacity of 1,000 bushels an hour. A building 40 feet high will be constructed to accommodate it.

The Hudson Grain Co. has made a number of improvements in its elevator at Hudson, Ill. The stairway has been removed and in its place a ball bearing manlift, manufactured by the B. S. Constant Co. of Bloomington, Ill., has been installed. The Barnard & Leas bin cleaner has been removed from the cupola to the first floor. An improved

Western turn spout has been installed, also new steel spouting to all the bins.

The Burrell Engineering and Construction Co. has begun work on a new 30,000-bushel elevator for the Farmers' Elevator Co. at Roberts, Ill.

Secretary Strong of the Illinois Grain Dealers' Association reports the following recent changes in the ownership of Illinois elevators; John Harner succeeds Dunlap & Ruddy at Blackstone; H. T. Walton succeeds J. B. Walton & Sons at Mayview; G. L. Eddy succeeds W. H. Thomas at Sycamore; John Glidden succeeds S. S. Footh at Maple Park; W. H. Harris succeeds Bartlett, Frazier & Co. at Dimmick; the Holcomb-Dutton Lbr. Co. succeeds W. O. Ollman at Colvin Park; Kizer & Co. succeed C. A. Burks & Co. at Decatur; C. E. Thrasher succeeds C. O. Thrasher at Paxton; Hamman & Murray succeed J. H. Mosher at Roberts; C. L. Foucht and G. A. Sauer Sons & Co. succeed Ames & Foucht at Rutland; W. H. Marks succeeds Bartlett, Frazier & Co. at Culton, and F. L. Warner succeeds the Farmers' Elevator Co. at Arrowsmith.

## IOWA.

A new elevator is under construction at Kellerton, Iowa.

A new elevator is under construction at Coggon, Iowa.

A new elevator has been completed at Chester, Iowa.

Frank Hoese has completed a new elevator at Le Mars, Iowa.

A new elevator is under construction at Davis City, Iowa.

The new farmers' elevator at Hinton, Iowa, has been completed.

A new engine has been installed in the elevator at Taintor, Iowa.

G. J. Stewart & Co. will erect a new elevator at Pleasantville, Iowa.

A. J. Doidge has removed the elevator at St. Benedict, Iowa, to Corwith, Iowa.

The Adams Elevator, which recently burned at Schaller, Iowa, will be rebuilt.

The new elevator at Dumont, Iowa, for the Farmers' Society has been completed.

D. A. Aitken of Sioux City, Iowa, has purchased the Haitz Elevator at Hornick, Iowa.

H. Reeves of Decorah, Iowa, has purchased the Wm. Irons Elevator at New Albin, Iowa.

The Alta Roller Mill Co., of Alta, Iowa, has purchased a Hall Signaling Grain Distributor.

The W. N. Claus Co. of Blencoe, Iowa, will install two Hall Signaling Grain Distributors.

The Kunz Grain Co. is building a new coal house in connection with its elevator at Anita, Iowa.

The Pocahontas Grain Co. has incorporated at Pocahontas, Iowa, with a capital stock of \$10,000.

A farmers' co-operative company is being perfected at Blairsburg, Iowa, to construct an elevator at that place.

Joe Johnson has purchased the interest of George Van Camp in the Walsworth & Van Camp Elevator at Adair, Iowa.

The Farmers' Grain & Live Stock Co. at Stanton, Iowa, has purchased the coal business of C. J. Hultquist at that place.

The Farmers' Elevator Co. at Tama, Iowa, will build a new double corn crib near its elevator. The structure will be 28x100 feet.

The Stockdale & Deitz Elevator at Montgomery, Iowa, has been re-opened after having been closed a year. Henry Hardman is in charge.

The old granary at Pleasantville, Iowa, has been partially torn down by the owners, Seth Way & Co., who will erect in its place a 5,000-bushel elevator.

The Davenport Elevator Co. has let the contract for a new elevator to be constructed at Oakville, Iowa. The house will have a capacity of 25,000 bushels.

The Farmers' Elevator Co. has incorporated at Lynnvile, Iowa, with a capital stock of \$25,000. Wilford Williams is president and C. A. Williams is secretary.

The Panora Farmers' Elevator Co. has been organized at Panora, Iowa, with J. R. Davies as president and Oscar Duhl, secretary. The company will build an elevator.

The capacity of Hugh Mullin's elevator at Britt, Iowa, will be increased. A new 8-horsepower engine has been installed and a new elevator and dumps have been added to the plant.

L. C. Sutherland has purchased the White Elevator at Buffalo Center, Iowa, from the Iowa Grain Co. The Farmers' Elevator Co. has taken over the McGuire Elevator at the same place.

An elevator of 50,000 bushels capacity will be built at Onawa, Iowa, to replace the one that recently burned. It will be 34x41 feet, with a height of 85 feet. The building will be iron-clad and the windows will be covered with fireproof screening.

A large crib will be built near the new house for the sheller and dumps. The Burrell Engineering & Construction Co. of Chicago has the contract.

A. D. Hayes is making a number of repairs and improvements on his elevator at Mt. Pleasant, Iowa. The contract was placed with the Burrell Engineering and Construction Co. of Chicago.

Chas. E. Gillan, who recently purchased the elevator at Fayette, Iowa, has expended about \$2,000 in improvements. A new office has been constructed and new machinery has been installed throughout.

A farmers' elevator company has been organized at Rinard, Iowa, with an initial membership of 45. It is the intention of the Interurban Co. at that place to erect an elevator and rent it to the new company.

F. S. Livermore has built a new engine house in connection with his elevator at Titonka, Iowa. A new engine has been installed and other fixtures have been added. The buildings have also been newly painted. Mr. Livermore recently purchased this property.

The elevator at Madrid, Iowa, belonging to the estate of the late S. B. Williams, has been purchased by Wm. H. Williams, a brother of the former proprietor. The new owner contemplates rebuilding the elevator in the spring. He also intends handling seed and coal in connection with the grain business.

## SOUTHERN AND SOUTHWESTERN.

E. D. Steger is building a new elevator at Bonham, Texas.

Aiken & Quarles will engage in the grain business at Fairfax, Okla.

A. B. Current is planning to erect an elevator at Siloam Springs, Ark.

A Kansas capitalist contemplates building an elevator at Helena, Ark.

The Edgar-Morgan Co. will construct a 50,000-bushel elevator at Auton, Tenn.

The Jacksonville Grain & Commission Co. has been organized at Jacksonville, Texas.

A new mill and elevator will be erected at Bartlesville, Okla., by men from Chetopa, Kan.

The Blackwell Grain Co. of Blackwell, Okla., has installed new corn shelling equipment.

J. R. Wassen of El Paso, Texas, is considering the erection of an elevator at Tucumcari, N. M.

The Alexander Grain Co. has leased the elevator at Frederick, Okla., from the Hughston Grain Co.

The Wood & Crabbe Grain Co., of Birmingham, Ala., will erect an 75,000-bushel elevator at that point.

The People's Fertilizer and Grain Co. has incorporated at Bay Minette, Ala., with a capital stock of \$10,000.

The elevator which recently burned at Oklahoma City, Okla., will be rebuilt by the Kammerdiener Elevator Co.

The Farmers' Grain Co. has incorporated at Granger, Ala., (R. F. D. from Crosby), with a capital stock of \$5,000.

The Capital Elevator at Oklahoma City, Okla., has been leased by Frank Kammerdiener, who recently lost his elevator by fire.

Paul Rice has purchased a half interest in the Sleeper Grain Co. at Abilene, Texas, from T. M. Sleeper. The firm will be known as the Sleeper-Rice Co.

The C. B. Cozart Grain Co. has incorporated at Woodward, Okla., with a capital stock of \$100,000. The incorporators are William G. Gwynn, E. P. Burdick and George L. Moore.

The Meridian Grain & Elevator Co. has incorporated at Meridian, Miss., with a capital stock of \$30,000. The incorporators are E. B. McRaven, L. D. Caldwell and V. W. Gilbert.

The Spencer Taylor Grain Co., Van Alstyne, Texas, has closed business at that place, and resigns membership in the Texas Association. Mr. Taylor is now with the Paul Bean Grain Co., Howe, Texas.

D. B. Reid & Co. of Norfolk, Va., have completed a new elevator, warehouse and corn mill in that city. The warehouse has a capacity of six cars. The Nordyke & Marmon Co. furnished the corn and feed mill machinery.

Berton & Johnson are building a new elevator at Helena, Ark., on the Mississippi River. A feature of the new structure is the tram motor trucks which will take the place of laborers in handling merchandise to and from the boat deck to the warehouses.

The Miller-Jackson Grain Co. will erect an elevator at Tampa, Fla. The plant will be equipped with a 1,000-bushel hopper. Electric power will be used throughout the entire plant. The company has leased a brick structure near its establishment which will be overhauled and enlarged for office and warehouse purposes. The elevator will have a capacity of 1,000 bushels an hour. Two sacking machines will be installed which will have a capacity



of sixty 100-pound sacks a minute. About 25 or 30 men will be required to operate the plant. It is expected that the entire concern will be in operation by Jan. 1.

The Merchants' Hay Co. has incorporated in Shelby County, Tenn., with a capital stock of \$5,000. The incorporators are E. A. Ryerson, S. A. Kohlsby, J. C. Pastol and M. C. Ketchum.

The Adams Grain & Provision Co., of Charlotte, N. C., has established an office at Nashville, Tenn., to be used as a shipping point for its Carolina trade. C. M. Rouzer, formerly with the Jones Mill & Elevator Co., of Nashville, has been elected as manager.

Ennis & Freeman, dealers in hay, feed and flour at Tampa, Fla., have dissolved partnership. Mr. Ennis has assumed the accounts of the firm and will continue in the business at 697 Whiting Street. Mr. Freeman will continue business at the old stand, 111 Whiting Street, under the firm name of E. E. Freeman & Co.

#### MINNESOTA AND WISCONSIN.

A new elevator is under construction at Cannon Falls, Minn.

The Interstate Elevator at Louisburg, Minn., has been repaired.

B. F. Muldown has purchased the elevator at Mayville, Minn.

M. Larson & Sons are constructing a new elevator at Maiden Rock, Wis.

A new elevator is under construction at Loyal, Wis., for Rahm Brothers.

The Perry-Froemming Co. has completed its elevator at Sturgeon Bay, Wis.

The Farmers' Elevator Co. at Ormsby, Minn., has installed new platform scales.

G. S. Campbell has installed a feed mill in his elevator at Alexandria, Minn.

The Fairmont Elevator Co. of Fairmont, Minn., has decided to go out of business.

John Cronan & Co. have rented their elevator at Rose Creek, Minn., to Gilchrist & Co.

The Mazeppa Farmers' Elevator Co. of Mazeppa, Minn., has effected a re-organization.

The Atlas Elevator Co. has completed a new elevator and coal sheds at Nicollet, Minn.

The Co-operative Co. has purchased the Minneapolis & Northern Elevator at Mentor, Minn.

The Hoag-Rankin Grain and Feed Co., of Waukesha, Wis., has filed a notice of dissolution.

The Speltz Grain and Fuel Co. has purchased O. H. Hanson's feed mill at Albert Lea, Minn.

A new office has been constructed in connection with the Farmers' Elevator at Kerkhoven, Minn.

J. O. Alexander has purchased the grain and coal business of the Heaton Grain Co. at Jasper, Minn.

The Fruen Cereal Co. of Minneapolis is planning to construct an elevator of 50,000 bushels' capacity.

The Western Elevator Co., of Winona, Minn., is operating 170 elevators in Iowa, Minnesota and South Dakota.

The Devereux Elevator at Minneapolis has been declared regular under the rules of the Chamber of Commerce.

The farmers of Franklin, Minn., and vicinity are considering the organization of a co-operative elevator company.

A new elevator has been completed at Luxemburg, Wis., for the Luxemburg Grain Co., to replace the one that was destroyed by fire.

The Christy Grain Co., of Westbrook, Minn., has dissolved, J. J. Christy having purchased all the interests of his former partners.

A new elevator is being erected at Hokah, Minn. The building is 28x32 feet and 36 feet to the eaves. The pits and foundation are of concrete.

The H. E. McEachron Co., of Wausau, Wis., has established an elevator and potato warehouse at Thornton (R. F. D. from Shawano), Wis.

A new firm has been organized at Verdi, Minn., called Heilig & Tweed. They have purchased the Fox Elevator and will take possession Nov. 1.

The Hunting Grain Co. has leased the Guthrie Elevator at Blooming Prairie, Minn., for the season. L. F. Gottlieb of Plymouth, Iowa, is the new buyer.

The Banner Grain Co. of Minneapolis has increased its capital stock to \$100,000. J. R. Stewart is president of the company and G. F. Griggs is secretary.

John F. Dunn has installed new wagon scales in his elevator at Black River Falls, Wis. A new porch, 20x50 feet, has also been constructed for the protection of teams hauling grain to the elevator.

The Oakland Farmers' Elevator Co. has incorporated at Oakland, Minn., with a capital stock of \$15,000. The incorporators are Will Torrens, Herman Bell, John Roulston, John Sheedy, Jerry Hoban and John Billedeau of Oakland, and B. J. Stoa, H. K. Fodness, A. A. Sorenson and Elling Soli of

Moscow, Minn. The new elevator of the company has been placed in operation.

The Blue Earth City Mill Co. of Blue Earth, Minn., has purchased two Hall Signaling Grain Distributors.

A number of farmers near Freeport, Minn., have formed a corporation and erected an elevator about three miles from that place. The building cost about \$1,200. John Biutts has been engaged as buyer.

The G. A. Swan Elevator Co. of Minneapolis has leased the Rock Island Elevator at Owatonna, Minn. The plant has been remodeled and enlarged. In addition to buying grain the company will put in a flour and feed store.

The Farmers' Elevator and Supply Co. has incorporated at Tyler, Minn., with a capital stock of \$10,000. The incorporators are C. Bolleson, H. W. Rassmussen, Jens Beck, John Johnson, T. A. Bornhoft, Christ Jorgenson, N. P. Madsen, H. P. C. Hanson and Neils Olson.

The Co-operative Elevator Co. of Govrick, Minn., will not build a house at that place as had been planned but has purchased the Diemer-Pepper Elevator for a consideration of \$3,950. Chas. Marmore is president of the company and J. Albert Anderson is secretary.

Winship & Co., grain dealers, recently left a satchel containing \$1,500 in a general store at Tunnel City, Wis., to be used for cashing farmers' checks. The money was stolen and H. W. Battalia, the owner of the store, has offered \$150 reward for the arrest of the guilty person.

Bernard Brierton has completed a new elevator at Mapleton, Wis. (R. F. D. from Oconomowoc). The house has a capacity of 10,000 bushels of grain and a warehouse has been built to carry a stock of four or five carloads of feed. The elevator is constructed on a concrete foundation and finished with metal lath and stucco.

#### THE DAKOTAS.

The new elevator at McKenzie, N. D., has been completed.

Work is progressing on the new elevator at Junita, N. D.

The Cavalier Milling Co. has built an elevator at Cavalier, N. D.

Work is progressing on the Farmers' Equity Elevator at Regent, N. D.

The Doane Sears Co. has completed its new elevator at Winner, S. D.

E. A. Brown of Luvern, Minn., is constructing an elevator at Oldham, S. D.

The Anderson Grain Co. has erected a new elevator at Robinson, N. D.

The new Lyness & Regan Elevator at Woodworth, N. D., has been completed.

The new Osborne-McMillan Elevator has been completed at Rugby, N. D.

The Dakota Grain & Lumber Co. has been incorporated at Kaiser, N. D.

The Powers Elevator Co. has leased the Occident Elevator at Edgeley, N. D.

S. H. Sleeper intends building a new elevator on his land near Mohall, N. D.

The M. & O. Elevator Co. has removed its elevator at Flaxton to Baxter, N. D.

Math. Braun & Co., are building a 40,000-bushel elevator at Wahpeton, N. D.

A new Farmers' Elevator costing \$9,000 is being erected at New England, N. D.

Nelson Bros. are building a 30,000-bushel elevator at Hamlet, via Wild Rose, N. D.

The Farmers' Elevator Co. has installed a new cleaner in its house at Gardena, N. D.

Gould and Laing have purchased the Minneapolis & Northern Elevator at Glenburn, N. D.

The McKnight Land Co. has leased and will operate the Farmers' Elevator at Hurd, N. D.

The A. F. Dietz & Son Elevator at New Salem, N. D., has been purchased by David Dietz.

The Occident Elevator Co. has purchased the coal sheds of P. J. Gwyther at Gwyther, N. D.

Karl Krueger has purchased the elevator at Fessenden, N. D., from the Victoria Elevator Co.

The Empire Elevator Co. tore down its house at Hettinger, N. D., and removed it to Reeder, N. D.

The St. Anthony & Dakota Elevator Co. has purchased the M. C. Graham Elevator at Coulee, N. D.

The Equity Elevator & Trading Co. will build an elevator at Falson Station (R. F. D. from Voltaire), N. D.

The elevator at Voltaire, N. D., has been torn down and will be removed to a site near Drake, N. D.

The Farmers' Elevator of Fairdale has incorporated at Fairdale, N. D., with a capital stock of \$25,000. The incorporators are W. G. Robertson, Ole J. Norlie, Ole A. Haug, John Norvik and Frank

Vejtasa. The company has purchased the Haug-Solberg Elevator at that place.

G. W. Hall and Martin Carlyle have purchased the elevator at Saline (R. F. D. from Deering), N. D.

The Farmers' Independent Elevator Co. has incorporated at Carrington, N. D., with a capital stock of \$5,000. The incorporators are S. H. Copenhaver, J. E. Galehouse, Jr., and Thomas McCreary.

The Davenport Co. of White, S. D., is building an addition to its new elevator to be used for oat storage.

Gaskill Bros. and Torrence of Colome, S. D., have installed a Hall Signaling Grain Distributor in their elevator.

Henry Giebink, an extensive Dakota land holder, has purchased the Crown Elevator at Litchfield, N. D.

C. W. Plain has purchased the Farmers' Elevator at Milton, N. D., to be used in connection with the mill elevator.

The McCaul-Webster Co. is building a new elevator at Burbank, S. D. It will have a capacity of 20,000 bushels.

The Lunds Valley Farmers' Elevator Co. has incorporated at Lunds Valley, N. D., with a capital stock of \$10,000.

C. Boettcher has purchased the former Fischer & Gutschmit Elevator at Harvey, N. D., from the H. Poeler Grain Co.

A farmers' elevator company has organized at Pembina, N. D., and has purchased the Duluth Elevator Co.'s building.

The Dickenson Roller Mill Co. is erecting a new elevator at Dickinson, N. D. The capacity of the structure will be 40,000 bushels.

Work is progressing on the new Farmers' Elevator at Solen (R. F. D. from Cannon Ball), N. D. It will have a capacity of 30,000 bushels.

The Farmers' Elevator Co. is building a 35,000-bushel elevator five miles from New Rockford, N. D., on the new Great Northern main line.

J. H. Schreder is erecting a new elevator at Redelm (R. F. D. from Dupree), S. D. The house will have a capacity of 15,000 or 20,000 bushels.

The Great Western Elevator Co. of Esmond, N. D., contemplates purchasing the Acme Elevator at that place. John Bengson will continue in charge.

C. H. Moulton and L. J. Alquire have purchased the Thorpe Elevator at Yates, near Golden Valley, N. D. Charles Bower has been retained as buyer.

A new elevator has been completed at Egan, N. D., for the Farmers' Elevator Co. The same company has a house under construction at Silva, N. D.

Selmar Myhers, who was formerly with the Great Western Elevator Co. has leased the Farmers' Elevator at LaMoure, N. D., and will install a feed mill.

A new elevator is under construction at Baker Ferry on the banks of the Missouri River. The grain will be transported by steamers to Williston, N. D.

The Robinson Elevator Co. has leased the elevator of the Acme Grain Co. at Minot, N. D. The former company now has a capacity of 50,000 bushels.

John Hayes, who formerly managed the Heising Grain Co., has purchased stock in the Doyon Farmers' Elevator Co. and will have charge of the elevator at Doyon, N. D.

H. C. Rice and C. W. Chapman have entered into a partnership at Bryant, S. D., to operate the elevator at that place. Ray Frederickson has been engaged as grain buyer.

The Minnesota Elevator Co. has torn down its elevator at Minot, N. D., and the material will be shipped to Freeman, a new town in the vicinity of Drake on the Drake-Fordville cut-off.

The Bryant Grain Co. has been organized at Bryant, S. D., by O. C. Harrington, Louis Staudy, C. H. Kothe, Levi Wright, Hans Christianson and George Moeller. F. R. Shepherd is grain buyer. The company has purchased the North Elevator at that place.

The Equity Elevator & Trading Co. has constructed a 35,000-bushel elevator at Wild Rose, N. D. It has been equipped with a 6-ton dump scale, 100-bushel hopper scale, one leg, 11x6 cups, rope drive and a 10-horsepower oil engine, all made by Fairbanks, Morse & Co.

The Derrick Farmers' Elevator Co. has incorporated at Derrick, N. D., with a capital stock of \$10,000. The incorporators are H. A. King of Lakota, N. D.; John Ivesdal and J. E. McLean of Edmore, N. D.; E. H. Holm of Grand Forks, N. D., and R. F. Dillon of Edmore.

H. A. Waldron of Donnybrook, N. D., recently visited Bowbells, N. D., in the interest of a grain commission house in Duluth, Minn. The company contemplates building an elevator at Bowbells and other points in North Dakota. This company constructed 20 houses on the Fargo-Surry line during



the past summer and all but four have been purchased by farmers.

The estate of H. F. Chaffee of Amenia, N. D., owner of mills and elevators, who lost his life in the Titanic disaster, amounts to \$1,500,000, according to the petition for probate. Mrs. Chaffee was appointed executrix.

The Glenfield Farmers' Mercantile & Elevator Co. is erecting a 40,000-bushel elevator at Glenfield, N. D. The house has a concrete foundation and contains 16 bins. It will be equipped with a 15-horsepower gasoline engine, two stands of elevators, a 100-bushel hopper scale, an 8-ton dump scale and a Monitor Cleaner.

The Equity Elevator Co. has practically completed its new elevator at Brantford, N. D. The structure is erected on a concrete foundation, has 12 bins and a capacity of 30,000 bushels. Its equipment includes a 15-horsepower gasoline engine, two stands of elevators, a 1,250-bushel automatic scale, an 8-ton dump and a Monitor Cleaner.

The Steele & Frahm Grain Co. has been organized at Millerton Station (R. F. D. from Edgeley), N. D., to handle grain at this station and at Norton, N. D. The company will not build elevators at these places at present, but will use two portable elevators equipped with 6-ton scales and gasoline engines. Odes Steele has charge at Millerton and Geo. Steele at Norton.

W. H. Schutt has been granted privileges for 80 elevators on the Soo cut-off from Drake to Fordville, N. D. Work has been started on several of the houses but not all of them will be erected this fall. At points where elevators have not been constructed the road has arranged for a buyer at the sidetrack with a sufficient number of cars to handle the business.

#### OHIO, INDIANA AND MICHIGAN.

A new elevator has been completed at Kennard, Ind.

Grover & Kinney have installed a grain dump in their elevator at Defiance, Ohio.

The Sheets Bros. Grain Co. of Cleveland, Ohio, will erect an elevator costing \$15,000.

The Milford Hay & Grain Co. has leased a site at Milford, Ohio, and will erect buildings for supplies.

The Farmers' Elevator Co. will erect a new elevator at Mt. Vernon, Ind. The house will cost about \$10,000.

The Holmes Grain Co. of Marlette, Mich., has equipped its elevator with a Hall Signaling Grain Distributor.

The Omer Mill & Elevator Co. has purchased a Hall Signaling Grain Distributor for its house at Omer, Mich.

The Anna Dean Farm Elevator at Barberton, Ohio, has been equipped with a Hall Signaling Grain Distributor.

W. H. Hershman has purchased the Tipton Elevator at Tipton, Ind., from Fred B. Fox. Possession was given Oct. 1.

Geo. Triphagen has purchased H. S. Ream's interest in the elevator at Sunfield, Mich. A number of improvements will be made on the house.

C. F. Davison has purchased the elevator at Bluffton, Ohio, which he sold to Stutesman and Reinhard several months ago. Ed Snyder has been placed in charge.

W. O. Calkins has completed the remodeling of the elevator at Shaftsbury, Mich., which he recently purchased. The opening of the house was the occasion of field day exercises.

The new Johnson Elevator at Pinola (R. F. D. from La Porte), Ind., is under way. It will be 24x36 feet and will have a capacity of 10,000 bushels. The contract amounts to \$7,000.

The Wetherill, Garmond Grain Co., of Spencer-ville, Ohio, has completed a new elevator at Ora, Ind. The structure has a capacity of 25,000 bushels. It is 40x40 feet and 70 feet high.

C. K. Pruden of Sidney, Ohio, has purchased an interest in the Adlard-Persinger Grain Co. of Kirkwood, Ohio. The new firm is composed of C. N. Adlard, W. H. Persinger and C. K. Pruden.

G. H. Anderson is contemplating a number of improvements on his elevator at Seymour, Ind. A crib will be erected for the storing of ear corn, and an elevating machine has been purchased for unloading corn.

The Egly-Doan Elevator Co. of Fort Wayne, Ind., has purchased a new engine and boiler for the plant at that place. This company has installed a new grain drier that represents an expenditure of several thousand dollars.

A trust deed has been executed whereby the grain business of Wilbert Hawkins of Freeland Park, Ind., has been transferred to the control of W. W. Evans. The property consists of five elevators, two located at Fowler, Ind., one at Free, Ind., one at Freeland Park, and one at Halleck, Ill. The transfer is the result of the continued ill-health of Mr. Hawkins.

The trustee is granted unlimited power to conduct the business as he would his own.

At the annual meeting of the Richmond Elevator Co., of Richmond, Mich., the following officers and directors were elected: W. H. Acker, president; F. D. Fairchild, of Marine City, Mich., vice-president; J. A. Heath, secretary-treasurer.

The Crabbs-Reynolds-Taylor Co. is constructing a new concrete elevator at Wingate, Ind. The McDonald Engineering Co. of Chicago has the contract. This is an exceptionally well equipped country station plant with a capacity of 60,000 bushels.

The business of the Northwestern Elevator & Mill Co. at Loudonville, Ohio has been taken over by the Loudonville Mill & Grain Co. The latter company has been capitalized at \$80,000. H. J. Bebout of Mt. Vernon, Ohio, has been elected vice-president and superintendent.

Six new steel tanks with an aggregate capacity of 450,000 bushels of grain have been added to the East Side Iron Elevator at Toledo, Ohio. A new work house with concrete bottom and hoppers has also been constructed. The total capacity of the plant is now nearly 1,500,000 bushels.

The Darlington, Bowers & Garfield Grain Elevator Co. has been incorporated at Darlington, Ind., with a capital stock of \$15,000. The new company has purchased the elevator at Bowers, Ind., and the old mill at Darlington, which will be remodeled into an elevator. A new elevator will be erected at Garfield.

A committee composed of John Dietrick, R. G. Shannon, Amos Flumerfelt, Leander Myers and Ed. Chapman, all of Old Fort, Ohio, is considering the erection of a farmers' co-operative mill and elevator at that place. W. H. Babione of Freemont, Ohio, is promoting the company.

The Crowell Grain Co. has incorporated at Raber (R. F. D. from Columbia City), Ind., with a capital stock of \$20,000. The incorporators are Oscar Crowell, Merritt Crowell and John Kunbarger. The company will own and operate the new Vandalia Elevators at Columbia City and the Nickel Plate Elevators at Raber.

The Saginaw Grain Co. has purchased the hay shed at Caro, Mich., from Geo. F. Diamond & Co., and has remodeled and equipped it for the handling of grain and beans. This company has also secured the Wells-Stone Elevator at Saginaw. This house gives them a storage capacity of over 70,000 bushels. Thomas Gibson will manage the plant at Caro.

The Central Grain & Milling Co. has incorporated at Toledo, Ohio, with a capital stock of \$50,000. The incorporators are Charles W. Mollett, of the Mollett Grain Co. of Toledo; D. B. Noyes, John Wickenhiser and William H. Myers of Toledo, and Earl D. Bloom of Bowling Green. The company has taken over the West Side Iron Elevator at Toledo.

#### WESTERN.

A new elevator is under construction at Galata, Mont.

A new elevator may be constructed at Hilger, Mont.

A new elevator is under construction at Box Elder, Mont.

The Kalispell Milling Co. will erect a 30,000-bushel elevator at Polson, Mont.

The Occidental Elevator Co. has completed a new elevator at Broadview, Mont.

It is reported that an elevator will be built at Forest Grove, Mont., this fall.

The Farmers' Union has completed its new 1,000,000-bushel elevator at Step Toe, Wash.

A new grain cleaner has been installed in the Southall Elevator at Medicine Lake, Mont.

The Lamar Milling Co. is installing a Hall Signaling Grain Distributor in its elevator at Holly, Colo.

The Nampa Flour & Feed Co. is building a 60,000-bushel concrete elevator and warehouse at Nampa, Idaho.

The Farmers' Co-operative Grain Co. has incorporated at Cheyenne, Wyo., with a capital stock of \$25,000.

The Colorado Milling & Elevator Co. will build 60,000 bushels' additional storage capacity at Grand Junction, Colo.

The P. H. Pelkey Construction Co. is equipping the new elevator at Drummond, Idaho, with a Hall Special Elevator Leg.

The Pacific Coast Elevator Co. of Portland, Ore., has reopened an office at Waitsburg, Wash. W. S. Guntle is in charge.

C. E. Bird & Co., of Minneapolis have been awarded the contract for the erection of an elevator at Columbia Falls, Mont.

J. H. Cline of Concordia, Kan., has constructed an iron-clad elevator in connection with his new milling plant at Polson, Mont. The house has a capacity of 30,000 bushels. The Hodge Navigation Co. has erected a large grain warehouse at that point.

The grain storage capacity in that city this year will be over 100,000 bushels.

A line of Nordyke & Marmon Co. elevator and power connecting machinery has been installed for the Dolores Lumber & Supply Co., at Dolores, Colo.

The Pine Bluff Farmers' Association has incorporated at Pine Bluff, Wyo., with a capital stock of \$25,000. The new company has practically completed a new house at that point.

The Creston Union Grain Co. of Creston, Wash., has increased its capital stock from \$5,000 to \$10,000. The company is building a 100-foot addition to its grain warehouse, making a total of 300 feet by 45 feet.

#### MISSOURI, KANSAS AND NEBRASKA.

Homer Musselman will erect an elevator at Jamesport, Mo.

A co-operative elevator has been constructed at Abilene, Kan.

The Bolin-Hall Grain Co. is erecting an elevator at Hayne, Kan.

The Farmers' Elevator Co. is building a new elevator at Utica, Neb.

Roy Reynolds of Meade, Kan., is building an elevator at Jasper, Kan.

A new co-operative elevator has been placed in operation at Detroit, Kan.

The Farmers' Elevator Co. has recently been incorporated at Newman, Mo.

H. E. Herries has sold his elevator at Valley Falls, Kan., to B. C. Ragan.

The Monroe Coal & Grain Co. will erect a 10,000-bushel elevator at Monroe, Mo.

The Farmers' Elevator Co. has leased its house at Alda, Neb., to A. J. Filsinger.

M. S. Botts has purchased the Green Ridge Mill and Elevator at Green Ridge, Mo.

W. T. Shute has constructed an elevator at Wilroads, Kan., and also at Neola, Kan.

A 10,000-bushel elevator will be erected at Tarkio, Mo., by Carl Scamman and J. B. Shaum.

The Farmers' Union of Cawker City, Kan., contemplates building an elevator at that place.

R. J. Ellis has purchased the interest of F. G. Wohlbecks in the elevator at Syracuse, Mo.

The Wahoo Lumber & Grain Co. has incorporated at Wahoo, Neb., with a capital stock of \$25,000.

F. J. Buntmeyer has purchased the elevator of the Deshler Mill and Elevator Co. at Deshler, Neb.

Rex Nordyke has purchased and will operate the M. J. Shepherd Elevator at Crystal Springs, Kan.

Geo. F. Hurlburt & Co. of Utica, Neb., will equip their elevator with a Hall Signaling Grain Distributor.

The Fort Worth Elevator Co. of Fort Worth, Texas, has established a branch office at Wichita, Kan.

Grant Lamme & Co. will handle grain and coal at Denison, Kan. The company has installed a new scale.

The Clarkson Milling & Elevator Co. has incorporated at Clarkson, Neb., with a capital stock of \$25,000.

The Libscomb Grain and Seed Co. of Liberal, Mo., has increased its capital stock from \$30,000 to \$75,000.

A new elevator has been completed at Montezuma, Kan., by the C. C. Isely Lumber Co. of Cimarron, Kan.

The Halstead Milling & Elevator Co., of Halstead, Kan., has completed a concrete and brick warehouse at that place.

The Wellington Mill & Elevator Co. has completed a concrete warehouse and storage tanks at Wellington, Kan.

J. A. Armour has purchased the Barkmeyer Elevator at Bentley, Kan. Frank Bridgman has been engaged as buyer.

The Southwest Grain Co. of Bloom, Kan., has installed Hall Signaling Grain Distributors in its elevators at Bloom and Fowler, Kan.

The Big Four Elevator Co. has built an elevator at Bloom, Kan., and contemplates building others at Minneola, Bucklin and Fowler, Kan.

The Eddy & Seaton Grain Co. has purchased the building of the Reliance Roller Mills at Cameron, Mo., and will remodel it into an elevator.

The Bolin-Hall Grain Co. of Liberal, Kan., and the W. O. Woods Grain Co. of the same place have each completed a new elevator at Forgan, Kan.

The South Grain Co. has incorporated at Stafford, Kan., with a capital stock of \$50,000. The incorporators are G. N. Rose, J. A. Subbs and C. F. Buchner.

Senator J. H. Stewart has purchased the Nevling Elevator at Wichita, Kan. The consideration was \$17,000. The sale was made under order of the court in settlement of the bankruptcy estate of the Nevling Co. The house has a capacity of 250,000



bushels. Mr. Stewart will operate the plant if he does not lease or sell the property.

The State Line Elevator & Grain Co. of Omaha, Neb., has taken over the elevator at East Omaha formerly owned by C. S. Lefferts. The consideration was \$15,000.

The Kansas Flour Mills Co. will erect eight cement storage tanks in connection with the Bulte Mills at Kansas City, Kan. They will have a capacity of 130,000 bushels.

The Farmers' Grain and Live Stock Co. of Norfolk, Neb., has purchased the Holmquist Elevator at Hoskins, Neb. This company also plans the erection of a new elevator at Norfolk.

The Nanson Commission Co. of St. Louis, Mo., has awarded a second contract to the Macdonald Engineering Co. of Chicago for the erection of a reinforced concrete elevator of 60,000 bushels' capacity. The new building will be erected at Maey's Station on the St. L., I. M. & S. Ry.

The Charles Valier Co. has completed a new elevator at St. Louis, Mo., with a capacity of 200,000 bushels. The new building stands on a lot of 1½ acres. It is of re-enforced concrete construction, thoroughly fireproof, and is 56x105 feet and 117 feet high. There are 288 large bins, built one above the other. Work has begun on the installation of the machinery and the elevator will be ready for business by Dec. 1. The approximate cost of the building and equipment will be \$240,000. The Macdonald Engineering Co. of Chicago had the contract.

#### CANADIAN.

The Security Elevator Co. has erected an elevator at Keystone, Sask.

A new co-operative elevator is under construction at Semans, Sask.

The Grain Growers' Grain Co. will build an elevator at Ashville, Man.

The Canadian Elevator Co. has completed a new elevator at Beadle, Sask.

J. A. McBride of Weyburn, Sask., will construct two elevators at Ogema, Sask.

The Metcalf Construction Co. has begun work on the elevator at Sandy Point, N. S.

The Vancouver Milling & Grain Co. will open an office in New Westminster, B. C.

The Brock Elevator Co. has incorporated at Brock, Sask., with a capital stock of \$9,000.

The Empire Elevator Co., Ltd., has leased the Thunder Bay Elevator at Port Arthur, Ont.

The Saskatchewan Co-operative Elevator Co. is erecting a 30,000-bushel elevator at Rocanville, Sask.

A. D. Chisholm has disposed of his interest in the Union Grain Co. at Winnipeg, Man., to A. R. Harcraft.

The Canadian Fairbanks, Morse & Co., of Winnipeg, Man., has purchased two Hall Signaling Grain Distributors.

Badger & Sons have purchased the flour mill and elevator at Asquith, Sask., from the Asquith Mfg. Co.

The Quebec Harbor Commissioners will erect a 1,000,000-bushel elevator of steel and concrete construction.

The Saskatchewan Terminal Elevators have been incorporated at Moose Jaw, Sask., with a capital stock of \$100,000.

A new elevator of 25,000 bushels' capacity will be erected at Herbert, Sask., by John E. Dahl of Hillsboro, Kan.

The Farmers' Elevator Co. is building a new elevator at Munson, Alta. The structure will have a capacity of 30,000 bushels.

Work is progressing rapidly on the 3,000,000-bushel addition to the Canadian Northern Elevator System at Port Arthur, Ont.

The J. H. Tremblay Co., Ltd., of Winnipeg, has purchased the property of the International Elevator Co., at St. Boniface, Man.

The Federal Grain Co. has incorporated at Winnipeg, Man., with a capital stock of \$40,000. The incorporators are W. Herriot, J. Stewart and G. H. Yule.

The Alberta Pacific Grain Co., Ltd., has incorporated at Calgary, Alta., with a capital stock of \$3,000,000. J. Black and J. B. Roberts are interested in the company.

The Thunder Bay Elevator Co. of Winnipeg, Man., has installed a drier in its house at Port Arthur, Ont. The equipment will have a capacity of 1,000 bushels per hour and will cost \$25,000.

The city council of Moose Jaw, Sask., has ratified a proposition made by a number of Winnipeg grain men to build a 200,000-bushel grain hopper and a 1,000,000-bushel elevator in Moose Jaw.

The company of English capitalists which recently purchased the elevators of the Alberta Pacific Elevator Co., Ltd., the West Coast Grain Co., Ltd., and the terminals of the Globe Elevator Co., Ltd., has also taken over the houses of the Alberta Grain Co. This means that the new company will control

94 elevators out of the 224 in the province of Alberta.

Harry Leader has purchased the elevator at Burnside, near Portage la Prairie, Man., from the Northern Elevator Co. It has a capacity of 180,000 bushels. Mr. Leader will use it to handle his own crop.

John Billings & Co. have incorporated at Winnipeg, Man., to engage in the grain business. The capital stock is \$60,000. The incorporators are John Billings, Richard Lawrence Billings and Iman Salberg.

W. H. Dwyer & Co., grain dealers of Ottawa, Ont., have opened an office in Fort William. The company will build an elevator and warehouse in Fort William. The capacity of the elevator will be about 150,000 bushels.

W. J. Lindsay has been appointed superintendent of the Manitoba elevator system, now under the control of the Grain Growers' Grain Co. Mr. Lindsay was formerly with the Matheson-Lindsay Grain Co. of Winnipeg.

The Canadian Grain Co., Ltd., has incorporated at Saskatoon, Sask., with a capital stock of \$100,000. The provisional directors are Duncan J. McCallum, Thomas R. McCallum, R. E. Stewart, Geo. H. Stewart and Chas. H. Vannater.

The Grain Growers' Grain Co. of Winnipeg has taken possession of the C. P. R. Terminal Elevator "B" with annex at Fort William and is now operating it with a new manager, but the old staff. The elevator has a capacity of 2,500,000 bushels.

The new Grand Trunk Pacific terminal elevators at Fort William, Ont., will be ready for grain by the end of November. The present capacity of the elevators is about 3,250,000 bushels and when the additions now under construction are completed their capacity will be increased to 6,000,000 bushels.

George Burgess has remodeled one of the elevators at Wawanesa, Man. An important feature of the remodeling was the construction of separate bins for the farmers and the installation of an automatic weighing apparatus. Each bin is metal lined and of such shape that it would be an impossibility for any grain to be left in the bin after being emptied.

The Harbor Commissioners of Montreal will increase the capacity of Elevator No. 1. Work will be started at once on an addition that will accommodate 1,500,000 bushels. The present storage capacity of the Harbor Commissioners' elevators is: No. 1, 1,000,000 bushels; No. 2, 2,640,000 bushels. When the addition to No. 1 is completed it will give a total storage capacity of 5,140,000 bushels.

The grain distributing house of Gibbs & Robinson of Winnipeg, New York and Montreal, has been dissolved by mutual consent. Mr. Gibbs will continue the Winnipeg business under the name of the Gibbs Commission Co. He will retain his membership in the Winnipeg Grain Exchange and the New York Produce Exchange. Mr. Robinson contemplates an extended trip through Europe for the benefit of his health.

#### EASTERN.

The Buckingham Feed Co. has erected a new grain shed at Southport, Conn.

The American Hay Co. has opened a storage house at Rouses Point, N. Y.

The Worcester Hay and Grain Co. of Worcester, Mass., is building an addition to its plant.

The Nungesser-Dickinson Seed Co. of New York succeeds Henry Nungesser & Co. at that place.

The Worcester Hay & Grain Co. has rented the old Boston & Albany depot at West Brookfield, Mass., from Mrs. William R. Traill.

The Fairfield Grain Co. has incorporated at Fairfield, Me., with a capital stock of \$20,000. Ralph B. Pillsbury of Benton, Me., is president and Carl C. Piper of Fairfield is treasurer.

Charles L. C. Reeve is building a hay and grain warehouse at Summit, N. J., to replace the one that burned recently. The structure will be of fireproof construction and two stories high.

The Mackenzie & Winslow Co. of Fall River, Mass., is building an addition to its elevator at Mansfield, Mass. The company is also making improvements on its plant at New Bedford, Mass.

The Southampton Coal & Produce Co. has incorporated at Southampton, N. Y., to deal in grain, coal, etc. The capital stock is \$25,000. The incorporators are W. S. White, W. R. Halsey and Robert E. Hubbard.

Ewart & Lake of Groveland, N. Y., are building a new warehouse and elevator at Perry, N. Y. The cost of the building and equipment will be about \$25,000. It is expected that the house will be ready for occupancy by November 1.

The William Baylies Co., Inc., has incorporated at New Bedford, Mass., to engage in the wholesale grain and flour business in connection with other lines. The capital stock is \$25,000. William Baylies is president and Robert L. Baylies is treasurer and clerk.

[Special Correspondence.]

#### TOLEDO AND OHIO NEWS.

BY E. F. BAKER.

Toledo, O., Oct. 11.—The local situation relative to the general grain outlook remains practically as it was a month ago. Nothing is attracting so much attention just now as the car shortage and nothing is having a greater influence on the market. The State Board of Public Utilities now has the matter in hand, and shippers are hoping something will be done to alleviate existing conditions.

Mills continue to run and have plenty of orders to keep them busy for some time to come. Toledo prices continue to soar around in the air, cash wheat being quoted at \$1.10¼, as against 98½c last year and against Chicago quotations of 93½c this year. December wheat is quoted in Toledo at \$1.12¼ and May at \$1.15½. Cash corn is quoted at 68c, December at 55¼c, May at 55c and July at 55½c. Cash oats are 35c, December 35½c, May 37¼c.

Toledo public wheat stocks increased last week 110,937 bushels, to a total of 1,383,414 bushels. The contract total is 1,157,541 bushels. Corn increased 16,632, to a total of 60,912. Total contract 7,298 bushels. Oats decreased 63,178 bushels, to a total of 562,535 bushels. Total contract 51,302 bushels.

The wheat receipts at this market during the past week were 159,000 bushels, shipments 37,400 bushels. Corn receipts were 63,600, shipments 26,800 bushels. Oats receipts totaled 109,500 bushels, the shipments 165,500 bushels.

It is now generally conceded that the oats crop, despite the scare as to quality, really saved the day for many Ohio farmers, and the crop was certainly a banner one. Farmers are not complaining, and it is noticed that the rural building has not fallen off, nor have farm machinery men suffered. Grain men really have but one fear now and that relates entirely to the car shortage and traffic congestion. A goodly amount of grain is in storage in Toledo, and millers no longer fear a shortage.

#### GOOD ROADS.

Charles F. Ritter, a Marion County farmer, is fighting hard for good roads. Mr. Ritter owns 500 acres of land surrounded by mud roads. "Those roads," said Mr. Ritter recently, "have cost me just \$4,000 direct loss in the past five years, without counting the indirect loss through various channels. Coming into town with a team and a load of farm produce, I have been compelled to dump half a load by the roadside in order to get through at all. A traction engine is some assistance, but even that gets mired. A good team on a hard highway could make two trips a day from my farm to the railroad station in Morral. As it is a team can make only one trip a day and can haul but a few hundred pounds at best. Last winter when timothy hay was sky-high in price I could not get it from my mows to town. I lost \$200 by being compelled to hold my produce until prices came down. A 180-acre tract of land, of rich black soil, is lying idle, used only for grazing purposes. It is idle because I could not market the products raised if I cultivated it," said the owner. It costs 39 cents to haul a ton of produce a mile over the mud roads, and costs eight cents to haul the same amount a mile over good roads. That is why Mr. Ritter is favorable to the Good Roads movement.

#### CAR SHORTAGE.

The car shortage situation is getting tighter and tighter with the passing days, and Toledo lines are refusing to supply empty cars to connecting lines and many carriers now are depending on cars picked up here and there. Toledo grain men are greatly alarmed at the situation, as it is already looming up darkly. It is difficult to ship grain to the city, and handlers hesitate to sell for short time delivery for fear lack of shipping facilities will force them to default on their agreements. Ten days ago the Goemann Grain Co. received a cargo of rye and, despite all efforts, have been able to transport but a small portion to the Mansfield elevators. The Goemann Co. is thus subject to insurance charges, storage and other items of expense, to say nothing of business lost through the delay in getting the cargo to the market. Where the loss is felt most keenly is when grain is sold to arrive at outlying points within a certain time. If the delivery is not made within a given time the receiver has the right to cancel. These cancellations cost the dealer considerable money if the market breaks after the sales have been made and the grain purchased at a high figure. Fred Mayer, of J. F. Zahm & Co., says that Toledo dealers will hesitate before taking on new business as long as the situation is uncertain. "I am not going after new business, nor will I until I can see my way clear in the matter of freight cars," said he. One grain man notified the railroad company that he would not unload any grain unless he had the promise of a prompt delivery of empty cars. The desired empties were secured. Grain men handling cereals through Detroit declare the situation is much worse there than here. The matter was taken before the State Public Utilities Commission



October 9, when that body begun action to assist the Interstate Commerce Commission in breaking up the car shortage. The Commission is inclined to lay the blame onto the coal dealers, as it is stated that hundreds of cars are now lying idle filled with coal. Because of a threatened coal strike last winter and spring in the Hocking Valley, the Commission granted the railroads permission to discontinue the collection of demurrage on cars used for the storing of coal. The Commission members believe that if demurrage was placed on these cars coal companies would quickly empty them, thereby placing them in general service again. Local shippers have been called upon by the Toledo Commerce Club to empty cars as soon after their receipt as possible, that they may be again placed in service. Railroads have been working their men Sundays and nights in an effort to get the cars in service a day earlier than is customary, and orders have been placed beginning early in the season for additional equipment. Despite all efforts, the car shortage is already appalling and there is little prospect of an improvement for some time yet.

#### SULPHURED OATS.

Henry L. Goemann, Toledo grain man, will furnish the material for the Government test of bleached oats at Washington. Mr. Goemann has had a carload of oats from the 1912 crop bleached under the sulphur process at his Mansfield, O., elevator and this will be immediately shipped east to the Government feeding station, where it will be fed to live stock under the direction of experts. The purpose of the experiment is to ascertain whether sulphured oats are injurious as a food for domestic animals.

During the winter of 1911-12 complaint was heard that many horses had died in various parts of the country as the result of eating sulphured oats. Handlers of this class of grain vehemently denied these reports, and manufacturers have agreed to use every effort to assist the Government in its investigation. Mr. Goemann recently displayed samples of the bleached oats at the Produce Exchange, and as compared with untreated grain, the bleached product shows up much whiter and cleaner, so far as appearance goes. During the incumbency of Dr. Harvey Wiley at the head of the Government Department of Chemistry the sale of sulphured oats as a stock food was forbidden. Later the ban was taken off, pending an investigation, and at present, until the case is definitely settled, dealers are allowed to market the bleached product if the whitening does not conceal inferiority, and if the goods are properly branded to indicate the process.

J. L. Doering of Antwerp, O., was the local delegate to the national convention of grain dealers at Norfolk, W. Va., last week.

Mr. and Mrs. J. D. Spangler, Defiance, O., attended the Norfolk convention, after which they left for a visit at Pittsburgh and New York. Mr. Spangler is a prominent Defiance County grain dealer.

The H. L. Goemann Co. has practically completed its new concrete tanks and they will soon be placed in service. There are ten of these tanks, which will add considerable to the storage capacity of the concern.

A cargo of rye arrived here recently from Duluth for the H. L. Goemann Co. There were 108,500 bushels in the cargo, which was unloaded at the National Milling Co.'s dock. The arrival of rye at this market is an unusual event.

A large barn on the farm of George Bell, near Clifton, O., was burned recently with its contents, entailing a heavy loss. A large amount of hay and oats were stored in the barn, as was also a threshing machine, belonging to G. W. Parrish.

George Dull recently purchased the grist mill at Deshler, O., and has had the bins overhauled, the machinery adjusted and a new engine installed. A new roof has been put on the building also. Mr. Dull expects to carry on a feed business, in addition to the grist mill.

The Central Grain Co. has been incorporated for \$50,000 and will do a general grain and milling business in Toledo. The West Side Iron Elevator at Hamilton street and the Clover Leaf tracks will be operated by the new concern. This elevator has been idle for some time past. The incorporators of the new company are: Charles W. Mollett of the Mollett Grain & Milling Co., D. B. Noyes, John Wickenheiser and William H. Myers of Toledo, and E. D. Bloom of Bowling Green, O.

Capt. Henry C. Lards, of the Lake Shore detective force for the Toledo division, is assisting in the effort being made by the Lake Shore Railroad authorities to run down the gang of 200 box-car thieves who are said to be operating under the guidance of a chief, who is believed to have headquarters in Cleveland. Thousands of dollars worth of valuable freight have been stolen along the line between Buffalo and Toledo, and grain men have been complaining of cars broken into. They have taken special care to have their cars re-coopered at Toledo, and every effort has been made to stop ordinary leakage, despite which great losses are reported. The gang's headquarters are said to be in Collinwood, a suburb of Cleveland, where the company has a large switching yard.

## THE EXCHANGES

The Canadian Grain Commission is now charged with the duties of registering elevator receipts.

C. C. Castle has been appointed registrar, with W. T. Todd as deputy at Ft. William and D. Manson at Winnipeg.

New York Produce Exchange memberships, owing to increasing business there, are appreciating in value, and are quoted at \$600 bid.

The Chicago Board of Trade, on September 17, voted to add No. 1 Velvet Chaff wheat to the contract grades, effective July 1, 1913.

J. C. Murray was appointed to represent the Chicago Board of Trade at the National Conservation Congress at Indianapolis on October 1-4.

The Chicago Board of Trade was represented at the fifth international Congress of Chambers of Commerce in Boston by Robert McDougal, C. H. Canby and C. B. Pierce.

W. S. Jackson and I. P. Rumsey were appointed to represent the Chicago Board of Trade at the National Irrigation Congress at Salt Lake City, September 30 to October 3.

The building committee of the Chicago Board of Trade has directed Holabird & Roche, architects, to prepare plans for the proposed new office building of the Board. They will be submitted within a few days.

To settle a grain controversy originating at Conway Springs, Kan., as to what constitutes No. 2 red wheat in the Little Rock market, Dan Daniel, chairman of the Board of Trade grain committee, has ruled that 59 pounds governs.

The Forty-Second Annual Report of the Peoria Board of Trade for the year 1911 has been published, edited by Sec'y John R. Lofgren. It contains a complete statistical summary of the commerce of Peoria, list of officers, committees and members of the Board, etc.

The twentieth annual report of the executive committee of the Board of Trade Mutual Benefit Association, Chicago, made public on September 27th, shows that 86 new members have joined the association in the last ten months, making the membership 882. The amount paid to beneficiaries to December 1, 1911, is \$619,843.76.

The hay and grain committee of the Cleveland Chamber of Commerce has succeeded in having certain tracks in Cleveland terminals set apart as "inspection tracks." Hitherto cars containing hay and grain shipments were shunted back and forth on tracks of the various roads, and inspectors frequently had to walk miles in order to make inspections.

The next meeting of the Council of Grain Exchanges will be held in Chicago at the Hotel La Salle, on the 16th and 17th day of January, 1913. There will be no morning sessions of the Council as the executive committee has decided unanimously to hold the first session on Thursday afternoon, January 16th, and continue into a night session, if necessary.

The special committee of the Chicago Board of Trade which was appointed to consider the resolution of the Council of Grain Exchanges, relating to crop reporters, not only endorsed the resolution but informs the Secretary that, "This committee will be more than willing at any time to co-operate with the Council of Grain Exchanges in investigating any specific offenses which may be presented and in taking suitable action in same."

The members of the Boston Chamber of Commerce interested in the grain, flour, feed and hay trades, met on October 1 to hear the report of the committee on constitution and by-laws appointed at the first meeting of the new grain men's organization held in July. The report was adopted with a few changes, among the most important being a change in name to "The Grain Board of the Chamber of Commerce," instead of the "Grain Exchange."

#### WINNIPEG EXCHANGE ANNUAL MEETING.

At the annual meeting of the Winnipeg Grain Exchange the following officers were elected:

President—Andrew Kelly; vice-president—A. K. Godfrey; secretary-treasurer—C. N. Bell.

Council—H. T. Swart (Zenith Grain Co.), John Fleming (Alex. McFee & Co.), G. R. Crowe (British Empire Grain Co.), G. V. Hastings (Lake of the Woods Milling Co.), W. L. Parrish (Parrish & Heimbecker), Donald Morrison (Donald Morrison & Co.), A. C. Ruttan (Jas. Richardson & Sons), J. C. Gage (Consolidated Elevator Co.), W. E. Milner (Maple Leaf Milling Co.), Geo. Fisher (Scottish Co-Operative Wholesale Society), S. T. Smith (Smith, Murphy & Co.).

Committee of arbitration—C. Tilt, A. D. Chisholm, John Fleming, W. L. Parrish, A. R. Hargraff, H. N. Baird, F. N. McLaren.

Committee of appeals—Thomas Thompson, W. W. McMillan, E. S. Parker, S. P. Clark, S. A. McGaw, S. Spink, E. W. Kneeland.

On motion, the general meeting authorized the Council of the Exchange to arrange with the Traders' Building Exchange Co. for a large addition to their quarters. The new wing acquired will be connected with the present building by corridors. The trading floor and sample room will occupy one entire floor, the inside measurements of which will be 66 by 123, and it will run through two stories. This will give the exchange one of the largest sample market rooms on the continent. It will be lighted from the north which all inspectors of grain agree is the best, and will have every appliance for handling sample grain. The sample market will begin business on September 1, 1913.

#### ELECTION AT MINNEAPOLIS.

The annual election of officers of the Minneapolis Chamber of Commerce took place on October 3d. The following were chosen:

President—Frederick B. Wells, vice-president of F. H. Peavey & Co.

Vice-President—A. C. Loring, president of the Pillsbury Flour Mills Co.

Directors.—A. C. Andrews, B. H. Woodworth, C. M. Case, W. O. Timmerman, F. A. Hallet.

Arbitration Board, members of—W. A. Howard and C. D. Wagner.

Board of Appeals, members of—J. H. Riheldoffer and H. G. Dickey.

#### SOME NEW EXCHANGE RULES.

*Duluth.*—Sec'y Macdonald reports that R. C. Schiller was admitted to membership on the Duluth Board of Trade on September and that C. M. Amsden and F. A. Greene withdrew.

*Milwaukee.*—See article in this column relating to the Milwaukee Chamber of Commerce for notice of new rules here.

*Minneapolis.*—The Board of Directors of the Minneapolis Chamber of Commerce has adopted the following resolution:

Resolved, That the board of directors of the Chamber of Commerce interpret Section 11 of Rule VIII, to mean, that any individual, firm or corporation, members of the Chamber of Commerce, placing on deposit any money with a bank on any basis, for the purpose of influencing shipments of grain, by or through the bank in any way, is guilty of violating Sec. 11 of Rule VIII of the General Rules of this Association, and thereby is subject to the penalties provided for such violation.

*Cincinnati.*—The grain men members of the Cincinnati Chamber of Commerce have recommended to the Chamber's directors the adoption of changes in the rules as follows: (1) To adopt the complete rules and regulations of the National Hay Association. (2) To establish commissions on hay. Heretofore the commission for selling hay was 50 cents per ton with a minimum of \$5 per car. The rule recommended making the commission 75 cents per ton with a minimum of \$7.50 per car. (3) To regulate the sale of grain not completely inspected for any reason. Twenty-four hours is given in this rule for the acceptance or rejection of a car and provides for a reinspection of the unloading place. It also provides that if the reinspected car proves of better grade than the partial inspection permitted a premium must be paid; if it is not so good a discount is allowed.

*Peoria.*—The following amendment to the by-laws of the Peoria Board of Trade was adopted on September 28:

Rule 12. "There may be sold ten (10) memberships at \$100 each, including dues to January 1, 1913, which may be sold between the present time and that date. Memberships to be assigned according to order of application."

*Richmond.*—The Richmond Grain Exchange has adopted the Trade Rules and Uniform Grade Rules of the Grain Dealers' National Association and the Grade Rules and Weighing and Inspection Rules of the National Hay Association.

#### CHANGES IN EXCHANGE MEMBERSHIP.

*Chicago.*—Sec'y Merrill reports the following changes in the membership of the Chicago Board of Trade during September: New Members—Daniel A. Laughlin, Frederick W. Croll, Philip A. Graf, Raymond P. Lipe, Harold C. Sears, Joseph Z. Miller, Jas. F. Howard, Jas. C. Beatty, Joseph R. Patton, Allen R. Nickell, Peter F. Smith, Richard Williams, and Valentine E. O'Grady. Transferred—Jas. R. Lucas, Arthur Colby, H. Hemmelgarn, Chas. B. Vankirk, John C. Page, Jas. J. Rardon, J. J. Cleveland, Roy M. Hitch, Abbott L. Mills, Friedel L. Schuyler, Geo. Ellison, Zina B. Crafts, and Chas. M. Harrington.

*Milwaukee.*—Sec'y Plumb reports the following changes in membership of the Milwaukee Chamber of Commerce during the month of September, 1912: New Memberships—Thomas Sampson, Newton M. Kent, W. H. Harter, Edwin Mooers and Frank B. Hoag. Transferred Memberships—Frank J. Yore, E. P. Brockway, dec'd, and M. T. Shepherdson.

*Minneapolis.*—Sec'y McHugh reports the following members admitted to the Minneapolis Chamber of Commerce during September: W. B. Webb,



A. L. Goetzmann, Jos. F. White, Frank N. Hinkley, E. K. Stratton and W. C. Krise.

**Peoria.**—Sec'y Lofgren reports the following newly elected members of the Peoria Board of Trade: Geo. L. Bowman, Geo. L. Bowman & Co., Grain; Jeremiah McQuade, Insurance; Geo. W. Cole, grain dealer, Bushnell, Ill.; J. M. Murphy, American Milling Co.; E. M. Jones, Com'l Agent Southern Ry. Co.

**Richmond.**—Sec'y Booker reports the following changes in membership of the Richmond Grain Exchange: New Members—W. G. Sale, manager of the W. U. Tel. Co. Dropped—A. B. S. James, Wm. Temple & Co., Richmond Storage and Distributing Co., J. Lee Koiner, J. S. Hoffecken.

**St. Louis.**—Sec'y Smith reports the following new applications for membership in the Merchants' Exchange, which were approved by the Board of Directors at their meeting on Tuesday, October 8th: C. E. Kern, Kern Grain Co., 515 Chamber of Commerce bldg.; Jas. A. McCreery, J. A. McCreery & Son, Mason City, Ill.; C. Bourne, Jr., C. A., Lackawanna Line, Pierce Building; Wm. R. Tate, Tate, Logan & Co., 404 Chamber of Commerce; Percy C. Jones, Fulton Bag & Cotton Mills; W. H. Burke, C. A., Grand Trunk R. R., Pierce Building. Resigned—S. E. Murray, John V. Botto, G. A. Gormaly, O. F. Spindler, Otto Brinkmeyer and Julius B. Cronheim.

**Toledo.**—Sec'y Gassway reports that D. B. Noyes representing the Central Grain Co., has been admitted to membership in the Toledo Produce Exchange.

#### MILWAUKEE CHAMBER OF COMMERCE RULES

It has been held by the Board of Arbitration that grain loaded from a Milwaukee elevator is not a proper delivery on a sale made for delivery from a country point.

On September 18 several amendments to the rules were adopted by ballot of the Association. These amendments provide (1) that members shall not be represented by professional counsel in investigations or trials before the board of directors or the duly constituted committees of the Association; (2) that in case grain is sold for delivery at a regular elevator the seller shall file with the operator or operators of such regular elevator, the paid freight bill representative of the grain; (3) that inspection certificates for sulphured oats shall be marked "Sulphured—Treated with Sulphur Dioxide"; (4) that the grades of hay in the Milwaukee market shall conform to the grades as adopted by the National Hay Association at the Kansas City convention in July last, adding thereto rules for grading alfalfa meal; (5) that the rule governing the charging of commission for receiving and selling grain, etc., on arrival, shall be as follows: "To members of the Chamber of Commerce of Milwaukee elected and qualified on or before March 1st, 1906, and to members of the Chamber of Commerce of Minneapolis or the Board of Trade of Chicago, who are also members of the Chamber of Commerce of Milwaukee, not less than 75 per cent of the regular rates of commission may be charged; but to active members of this Chamber of Commerce, engaged in business in the Milwaukee market, not less than 50 per cent of the regular rates of commission may be charged, except as herein after provided."

The Board of Directors has ruled that on shipments made prior to the passage of the amendment the old rule may be applied and the rate provided by Section 7 of Rule 32, previous to the passage of the amendment, may be charged for the sale of grain shipped prior to that date.

Messrs. W. M. Bell and H. M. Stratton attended the sixteenth annual convention of the Grain Dealers' National Association at Norfolk, Va., October 1st, 2d and 3d.

Messrs. J. W. P. Lombard and Josef Mueller were delegates to the Fifth International Congress of Chambers of Commerce held at Boston, September 24th to 28th.

Mr. Geo. A. Schroeder, Freight Bureau Manager of the Chamber of Commerce, attended a hearing before the Interstate Commerce Commission at Washington, on September 27, which was called by the Commission to give an opportunity to interested parties to present specifically the particulars on which it was claimed the tariffs published by the railroad companies as a result of the recent decision of the Commission regarding rates from the Northwest to Milwaukee and Duluth, do not comply with the order of the Commission, and to give an opportunity for the presentation of definite and specific suggestions as to the particulars, if any, in which the orders of any of them should be changed.

The suggestion has been made by the Supervisors of Grain Inspection and Weighing that the inspection of No. 2 Rye permit 2 per cent of other grain or foreign matter; and that the test weight be fixed at 54 pounds to the measured bushel. The suggestion is being considered by the Board of Directors.

The Committee on Finance has fixed the rate of interest to be charged on advances, under the rules of the Chamber of Commerce, for the month of October, at 6 per cent per annum.

## COMMISSION

George Ellison, one of the oldest members of the Chicago Board of Trade, has sold his membership and will retire from the grain business.

Philetus Smith, well known grain and flour dealer on the New York City Produce Exchange, is taking a rest and vacation on the Pacific Coast.

J. H. Pank has been appointed manager of the Pioneer Malting Co. of Minneapolis, Minn. Their plant has a capacity of 1,250,000 bushels.

Finley Barrell & Co. have removed their general offices from the Monadnock Block, Chicago, to new quarters on the first floor of the Rookery Building, Chicago.

It is announced that E. F. Leland of Ware & Leland and Arthur Jackson of Jackson Bros., Chicago, will become members of the Minneapolis Chamber of Commerce.

Robert T. Burke, who formerly represented Rumsey & Co. of Chicago on the New York Produce Exchange, is now representing Jackson Bros. & Co. of Chicago on the exchange.

Harper & Ward, grain merchants of Des Moines, Iowa, and correspondents of Ware & Leland of Chicago, have opened an office in rooms over the Iowa Savings Bank at Estherville, Iowa.

A. K. Munson, who has been one of the wheat traders for Knight & McDougal of Chicago for several years, has left the firm to engage in the grain brokerage business on his own account.

The Banner Grain Company of Minneapolis, Minn., has filed amended articles of incorporation increasing its capital stock to \$100,000. J. R. Stewart is president of the company and G. F. Briggs is secretary.

Robert F. Straub, formerly associated with E. Pfarrius & Co., grain exporters of New York City, is now connected with H. P. Mulhall, local representative of the Armour Grain Co. of Chicago on the New York Produce Exchange.

Harry Johnstone, formerly engaged in the grain export business on the New York Produce Exchange, but who has been out of the grain business for the past two years, has again opened an office to carry on grain exporting and forwarding.

B. S. Wilson of B. S. Wilson & Co., Royal Insurance Bldg., Chicago, Ill., was given an ovation on his appearance on the Chicago Board of Trade one morning recently on having won first prize drill with the Englewood Commandery at the Knights Templar Conclave at Peoria.

After being closed for about three years the Pacific Coast Elevator Company has opened its office at Waitsburg, Wash., with W. S. Guntle in charge. Mr. Guntle was the company's agent at that point for nineteen years before he was transferred to Lewiston on the office being closed.

Benjamin Block, member of the firm of Finley Barrell & Co. of Chicago and New York, left Chicago October 1 to take charge of the New York office of the firm. During his year's connections with the grain and stock trade of Chicago he made many friends who regretted to see him leave the city.

The grain forwarding firm of Gibbs & Robinson of New York, Montreal and Winnipeg, Man., has been dissolved by mutual consent. Mr. Gibbs continues the Winnipeg business under the name of the Gibbs Commission Company and will do a general receiving business in grain from growers in Manitoba, Saskatchewan and Alberta.

The Royal Grain Company of Winnipeg, Man., which has acted as correspondent for Piper, Johnson & Case of Minneapolis, Minn., in western Canada, has ceased to operate the Minneapolis firm's wire and will devote itself to the cash grain business for the future. Piper, Johnson & Case will themselves carry on their business as grain and stock brokers.

Charles Armstrong, a well-known operator on the Chicago Board of Trade, has started on a tour of the world. In a recent railroad accident Mr. Armstrong was seriously injured, two of his ribs having been thrust through his lungs. In this condition he dragged himself to a telegraph station and wired his wife that while he was disabled he would certainly live to return home, and he kept his word.

J. Collin Vincent of Baltimore, Md., terminated a real "corn deal" the latter part of September. Following the "germinating period" early in the spring he had about 300,000 bushels of spot corn for sale sent to Baltimore for export which was held up on account of the stevedores' strike. After much hardship and labor he finally worked the corn off, finding buyers for it in the South, abroad and in the West Indies.

The Central Grain Company of Toledo, Ohio, has been organized with a capital stock of \$50,000 by John Wickenhiser, W. H. Beyer, Charles W. Hollett, D. B. Noyes and Earl D. Bloom. The company will take over and operate the plant of the Clover Leaf Elevator Co. at the intersection of Hamilton street and the Clover Leaf Railway, which the incorporators of the company and others recently purchased

of O. W. Randolph. D. B. Noyes, who was formerly connected with the Harter Milling Co., is manager.

The Toledo Daily Market Report has an article on the first page of its issue of October 11th on C. A. King & Co., only C. A. King & Co., is really Frank I. King. The writer of the article says the firm is the oldest one on the Toledo Produce Exchange. He must be right as it was established in 1846. Mr. King is one of the able men of the Toledo Produce Exchange. He is at the present time president of the Exchange and filled that office three former terms. As director of the Second National Bank of Toledo and trustee of Toledo's great Art Museum, besides holding other positions of trust, he is one of Toledo's foremost citizens.

#### PERSONAL.

E. McKeane has built a grain office at Ambrose, N. D.

C. F. Gribble has been appointed official grain inspector at Sherman, Texas.

O. L. Todd succeeds A. H. Thraikill as manager of the West End Elevator at McComb, Ohio.

Thomas Noble has succeeded Edwin Roach in the elevator of the Aldrich Grain Co. at McLean, Ill.

Nicholas Konzon has resigned his position as assistant grain buyer for the Farmers' Elevator at Caledonia, Minn.

Van J. Engle of Kewaunee, Wis., has assumed the management of the Schroeder Bros. Grain Co. at Two Rivers, Wis.

E. J. McDermont has been engaged by the Equity Grain & Trading Co. to buy grain for its new elevator at Williston, N. D.

O. C. Frost, who is employed at the Farmers' Elevator at Columbia, S. D., was recently married to Miss Maud Power of Fergus Falls, Minn.

Fred M. Cross has been advanced from the position of assistant secretary to that of treasurer of the Bad Axe Grain Co. at Bad Axe, Mich.

Fred Welch, who is engaged in the elevator business at Lansing, Mich., has been re-elected president of the Michigan Bean Jobbers' Association.

Ray C. Bosworth of the firm of Bosworth Brothers, grain dealers at Putnam, Conn., was married to Miss Myra Dimon at Hartford, Conn., recently.

P. L. Solberg, formerly of the firm of Haug & Solberg of Fairdale, N. D., has assumed the management of the Farmers' Elevator at Milton, N. D.

Wm. Hunter, formerly with the grain firm of Nye, Jenks & Co., Minneapolis, has moved to Winnipeg, Man., where he will act as manager for Hallet & Carey Co., grain dealers of Minneapolis and Duluth.

Edward Wilkinson of Birmingham, Ala., has been reappointed to serve on the Jefferson County excise commission for a term of two years. Mr. Wilkinson is president of the Western Grain Co. and also president of the National Hay Association.

C. R. Wilkins, manager of the Wichita branch of the Norris Grain Co., has taken a position in the general offices of the company at Kansas City. He has been succeeded by E. J. Shinn, who has been in the grain business at Guthrie, Okla.

Chas. Patterson, who has been manager of the James A. Patten Elevator at Sandwich, Ill., for about eight years, retired on Sept. 18 and is succeeded by R. C. Coy. Mr. Coy has had several years experience in buying grain and is known as an "A1" grain accountant and weigher.

John C. Madden, a flour and feed merchant of Continental, O., is a man of unusual attainments, and has an unusual number of occupations. One of the chief adornments of his feed store is a sheepskin hanging on the wall which gives him the right to practice law in Ohio. In addition to these things he is a real estate broker, a money lender and an insurance agent. He is also candidate for Supreme Court judgeship on the Socialistic ticket.

George E. Cogswell has sold his flour and grain business at Amherst, Mass., to Peter Hawthornwaite.

The Wichita Board of Trade has offered a prize of \$1 per head for 100 heads of Kaffir to be exhibited at the fall festivities in that city.

Baltimore at Norfolk, as evidence that Maryland could grow corn, exhibited an ear of Mastodon corn, weighing three pounds and containing 1,268 grains. It was grown on the farm of Charles H. Runkle in Frederick County.

The delegates to the fifth International Congress of Chambers of Commerce were received in Chicago on October 4 and 5. There were about 400 of them from all parts of the world. They were entertained in various ways, sight-seeing and with banquets at the La Salle and Blackstone Hotels. The delegates visited the Board of Trade on October 4, the exchange hall having been profusely and artistically draped with flags of all nations for the occasion. The exterior of the building was also decorated by festoons of flags around the main entrance.



## HAY AND STRAW

The cultivation of alfalfa in Wisconsin is rapidly increasing.

The hay crop in Chase County, Kan., has been unusually light this year.

The hay crop in Baldwin County, Ala., was somewhat injured by continued wet weather.

Emory Wishon had about 250 acres sowed to Arabian alfalfa near Coalinga, Cal., this year.

The hay crop in Lauderdale County, Tenn., has been very good both as to quality and quantity.

Minneapolis reports that the quality of arriving hay is rather poor, but prices are firm for all qualities.

The production of alfalfa in Smith County, Kan., this season ranged from three to five tons per acre. In some cases four cuttings were made.

C. M. Wingate of Oakland, Cal., has planted 200 acres near Durham, Cal., to alfalfa. This is preparatory to the establishment of a model stock farm.

The National Hay and Grain Co. of New York has been incorporated to carry on business at St. Albans, Vt. The capital stock is \$25,000. Frank Judd of St. Albans is interested in the company.

Thousands of tons of straw in Carroll, Ray and other Missouri counties that have heretofore been burned or wasted have this year been sold to strawboard manufacturers in Iowa and Illinois.

New Canadian hay has been moving pretty freely, and "shows very fine quality," says the Trade Bulletin. But "there is very little clover and clover mixed coming so far, the bulk of receipts being timothy of excellent quality."

The New York Central Railroad recently canceled the privilege, now enjoyed by shippers, of free lighterage of hay and straw within the lighterage limits of New York but the Interstate Commerce Commission suspended the order from Oct. 1 to Jan. 29.

It is said that much of the alfalfa cut in Stanislaus County, Cal., will be used for seed this year. It is expected that between 150 and 200 tons will be harvested this season. Heretofore the alfalfa seed used in this vicinity has been imported from Utah, Arizona and other points outside of the state.

The War Department has awarded contracts for forage for the Philippines as follows: P. J. Fransioli, Tacoma, Wash., 1,000 tons of hay at 87½ cents; Galbreath, Bacon & Co., Seattle, Wash., 5,000 tons at 80 cents, and 4,000 tons at 85 cents; W. W. Robinson, Seattle, 3,000 tons of oats at \$1.44¼, and 4,200 tons to various Montana bidders.

Hay and grain dealers from every city in the state are included among the members of the Ohio State Shippers' Association, recently organized at Lima, O. There are 100 charter members. The following officers were elected: President, D. W. McMillan, of Van Wert; vice-president, E. W. Kemp, of Spencerville; secretary and treasurer, E. A. Young, of Shelby.

A report issued by the United States Department of Agriculture, Oct. 3, showed that the total production of tame hay in Texas this year was approximately 542,000 tons, which is an increase over last year's production of 163,000 tons, or 43 per cent. The yield per acre this year is 1.40 tons, as compared with one ton last year, and the quality of the product is 40 per cent better than in 1911.

The yield of "seeds" hay in England is reported by Consul Hamm to be better than usual in the northern counties and about the average in Wales, but elsewhere it is very light. For the country as a whole the crop is now estimated as 8 per cent short of an average. The meadow hay was increased in bulk by the rains, and, except in the eastern and southeastern counties, has proved rather above average.

Machinery has been installed on a plantation near Houma, La., for the drying of pifein grass of which there is a large acreage in Louisiana. It is claimed that this grass contains as much nutrition as alfalfa when put through a new process of drying. The plant near Houma dries and grinds about 40 tons daily ready to be mixed with other feeds. The green grass is fed into the machine and in 12 minutes it comes out thoroughly dried and ground.

The heavy and continuous rains during the harvest season in England "depreciated and, in some areas, totally destroyed the hay crop. In Cheshire, the hay lies black and is rotting, and the crop promises to be the worst within the memory of living farmers. Derbyshire's annual crop is usually represented by 150,000 acres; but it is practically valueless this season as a winter fodder for cattle. In some low-lying districts, hay is to be seen floating on top of the water. In Cumberland the hay-makers were able to play at 'snowballing' a few days ago. Frost asserted itself in several agricultural sections on August 2. Canadian exporters of hay should make a note of these unusual conditions, as large imports of hay are certain to be

required in Great Britain during the coming winter. Great Britain's imports of hay approximate annually \$2,000,000, of which Canada supplies from 50 to 70 per cent."

### NEW RULE SUSPENDED.

Freight tariffs of the Chicago, Rock Island & Pacific Railroad, proposing to cancel certain traffic privileges on hay, suspended by the Interstate Commerce Commission from October 6 until February 1. At present the tariffs permit hay, rice straw and straw to be shipped in mixed carloads with grain and grain products at the highest carload rate and minimum weight applying on any of the articles in the car. The items which have been suspended by the commission withdrew this privilege of shipping in mixed carloads, and the result would be to compel straight carload shipments of hay, rice straw, straw and grain products in order to obtain the benefit of the carload commodity rates, or, in the event that the consignee is unable to handle the commodities in carload quantities, the higher less than carload rates would obtain. The suspended tariff applies between Memphis, Tenn., and stations on the Rock Island in Arkansas and between certain other points.

### UNLUCKY STACKS OF ALFALFA.

The accompanying picture is made from a photograph of two stacks of baled alfalfa hay at Corcoran, Kings County, Calif. The larger was 45 feet high, 200 feet long, 35 feet wide (2,000 square feet and 315,000 cu. feet) and contained 1,220 tons or 35,000 bales, while the latter represented only 420 tons. The total value was \$21,900. The stacks were made of hay from one field of 400 acres owned by Nis Hensen and had been sold to Nichols, Ham-mil & Loomis at Los Angeles for winter delivery.



IMMENSE STACKS OF ALFALFA THAT WERE BURNED.

The hay was but part of a contract for the entire product of 1,000 acres near Tulare Lake. This ranch, with 1,040 acres of alfalfa, and 400 head of cows, 60 horses and tools, was recently sold for \$340,000.

To the people of Corcoran the big stack was a thing to be proud of. It was the biggest thing in its line "in the world." On the evening of September 26, however, the immense piles of hay were destroyed by fire, causing a net loss of \$2,900, the insurance having been \$19,000. The fire was discovered in the lumber pile lying between the stacks, which was to have made a shed for protection of the hay. What caused the fire is unknown, but it is attributed to a smoking tramp.

A grain warehouse near by, owned by F. A. Cleveland, containing 80,000 sacks of wheat and barley valued at \$125,000, was saved uninjured.

Canadian grain began moving into head of the lakes elevators in bond during last ten days of September.

More than 350 Montana farmers are said to be using the spare rooms in their houses to hold grain they are unable to ship for lack of cars. In Veblen, S. D., all empty buildings are filled with grain.

The bagmen on the Pacific slope who crowded prices up past old records, to 12c. are said to be carrying over from 3,000,000 to 3,500,000, with poor chance of sales until next season.

Elevator "S" of the Great Northern Elevators at Duluth, established a new record for a 10-hour period recently in grain shipments by loading four boats, the total amount of grain put into which was 584,583:20 bushels.

George H. Sidwell Co., Chicago, had a car of corn in from Lake City, Iowa, on September 20, that contained 116,400 pounds, or 2,078 bushels. It graded No. 4 yellow and sold at 72c per bushel, making the aggregate value of the car almost \$1,500.

Kansas elevator men tell of farmers telephoning to town that they could not deliver their grain because they had no means to haul it, their horses having either succumbed to the epidemic or being down with it. Where the horse plague has been most prevalent and malignant the demand for freight cars is not very great.

## FIRES-CASUALTIES

The elevator at Paton, Iowa, was struck by lightning recently.

The Great Western Elevator at Esmond, N. D., was destroyed by fire September 14.

The Reynolds & Crubb Elevator at Crescent, Okla., burned recently with a loss of \$3,500.

The building of the State Elevator Co. at Crystal, N. D., was completely destroyed by fire Sept. 20.

The warehouse of Abel Bros. at Cleveland, Ohio, was recently burned. The loss amounted to about \$8,000.

The elevator of the Kingsville Milling Co. at Kingsville, Mo., recently burned with a loss of \$15,000.

Fire of unknown origin destroyed the elevator of the Schultz & Niemeier Commission Co. at Bridge-ton, Mo., recently.

The Huston & Swope grain sheds at Amanda, Ohio, were struck by lightning recently and burned with over 60 tons of hay.

The elevator at Sherwood, Ohio, was slightly damaged by fire recently. The fire originated in the fuel room of the engine house.

The Onawa Iowa Farmers' Elevator at Onawa, Iowa, was recently destroyed by fire. The loss was \$11,000 with about \$7,000 insurance.

The hay warehouse of the Bunch Commission & Grain Co. at Little Rock, Ark., was recently burned. The loss was \$5,500; insurance \$4,500.

The elevator of the St. Anthony and Dakota Elevator Co. at Hamilton, N. D., was destroyed by fire Oct. 4. The office and engine house, which were of brick, were saved. The company immediately be-

gan operations in the National Elevator, on which it holds a lease.

The grain warehouse at Davenport, Wash., owned by R. H. Odgers, was destroyed by fire recently. The loss was \$4,000, with \$1,200 insurance.

Charles F. Kimball, a grain dealer at Salem, N. H., was recently thrown from a wagon, when a wheel came off, and quite severely injured.

The Rawl hay and grain warehouse and Vorwell & Co.'s hay and grain warehouse at Chase City, Va., were entirely destroyed by fire September 16.

J. L. Naylor, a young man in the employ of the elevator at Port Arthur, Texas, fell a distance of 40 feet into an empty bin and was quite severely injured.

The plant of the Texas Grain and Milling Co. at Dallas, Texas, was destroyed by fire, Sept. 27. The machinery was valued at \$2,000 and the stock at \$3,000.

The hay and grain store of W. Lamarre at Montreal, Can., was damaged by fire recently to the extent of \$1,000. The cause of the blaze could not be discovered.

The steamer Onoko of the Tomlinson Transportation Line, bound down the lakes with a load of grain from Duluth, Minn., went ashore on Bass Island, Oct. 7.

The elevator at San Jose, Ill., owned by Wayne Bros., was destroyed by fire recently. The loss was \$16,000, but it is fully covered by insurance. The house will be rebuilt.

Fire, supposed to have been caused by crossed electric wires, gutted the hay and grain store of A. H. Proctor & Co. at Cambridge, Mass., Oct. 4. The loss amounted to about \$12,000.

Oscar Crowell slipped while repairing a corn bin in the elevator at Raber (R. F. D. from Columbia City), Ind., and fell about 12 feet. The muscles and ligaments of his left leg were torn and the bone was splintered.

Peter Berglund, junior member of the firm of the Benepe-Berglund Grain Co., of Bozeman, Mont., committed suicide in the Dorothy Hotel in Butte, Mont., Sept. 27. Alleged shortages in his accounts, which are said to amount to \$50,000 or more, are thought to be the cause of the suicide. Mr. Berglund was about 35 years of age. He had been with



the grain company for six years and had managed the company's mill at Manhattan, Mont.

The elevator of the Central Granaries Co. at Preston, Neb., recently burned.

Fire originating in one of the bins of the Marshall Bros. Elevator at Belvidere, Ill., did considerable damage Sept. 21.

John Cole, formerly manager of an elevator at La Sueur, Minn., committed suicide at his home in Englewood, Cal., recently. Mr. Cole was despondent because of ill health.

Charles Riley, grain buyer for Moreland & Shuttlesworth at Granite, Iowa, was quite badly bruised about the head and face while trying to adjust a belt that had slipped out of place.

The Beggs & Harvey Elevator at Cody (R. F. D. from Springfield), Ill., was destroyed by fire, Oct. 3, together with 6,000 bushels of oats, 3,500 bushels of corn, 1,400 bushels of wheat and two freight cars. The grain was valued at \$6,000.

Lightning struck the elevator of the Powell & O'Rourke Grain Co. at St. Louis, Mo., Sept. 16 and caused a fire which resulted in \$9,000 damage to the company. While fighting the blaze, a fireman fell from a box car and suffered a sprained arm and bruises.

The walls of an elevator near Merricourt, N. D., recently gave way and 4,000 bushels of grain poured out on the ground. L. Rademacher and others were standing near but escaped injury from the falling grain, bricks and mortar. W. J. Webb was the owner of the building.

The entire plant of the Beaty-Doan Co. at Ossian, Ind., was destroyed by fire Oct. 3, at 2:30 in the morning. The concern owned a grain elevator, planing mill, saw mill, lumber yards and warehouses. The total loss amounted to \$25,000. Insurance amounting to \$11,000 was carried.

J. J. Kramer narrowly escaped serious injury at the Farmers' Exchange Elevator at Lake Park, Iowa, September 18. The weight that operates the elevator caught and broke off, letting the platform fall to the first floor. Mr. Kramer fell about 25 feet with the platform but was not seriously injured.

The elevator and home of George Bowen at Millville, Ind., were destroyed by fire September 20, causing a loss of \$15,000, partly covered by insurance. Two carloads of wheat and three tons of flour were consumed. The elevator was new and replaced a grain depository destroyed by fire 18 months ago.

The Belchoir hay barn at San Mateo, Cal., was totally destroyed by fire September 18, about 5 o'clock in the morning. An auto truck loaded with hay was driven in the barn after midnight and it is thought that the gasoline in the tank became overheated and exploded. The barn contained about 500 tons of hay. Partial insurance was carried.

An explosion occurred at the Tranchant & Finnell Elevator at Osborn, Ohio, recently, when a workman entered the engine room with a lantern. It is supposed that gas had formed from the gasoline tank and that the lantern ignited it. The fire was extinguished before any great damage was done but the workman's hands and face were badly burned.

A piece of defective scaffolding on the new elevator at Codoux, 20 miles from Weyburn, Sask., resulted in the death of one workman and the serious injury of another, Sept. 23. One man, Walter Nastum, was killed outright, his skull being crushed. The other, a brother, was seriously hurt about the head and body. The new house is the property of the Security Elevator Co.

Fire damaged the property of the F. N. Martin Grain & Milling Co., at Cheney, Wash., September 19, to the extent of \$7,000. The building, valued at \$4,000, was destroyed with its contents, principally salt and hay, worth \$3,000. The Farmers' Warehouse adjoining Mr. Martin's plant was also burned. The building, owned by T. C. Elliott, was valued at \$2,000 and the contents at \$1,000.

Minnesota farmers are storing their own grain. For several years the country has been buying storage tanks at an increasing rate, to be placed on the farms. They are built in knock down form, and their portability and availability for setting up at any convenient place on the farm have appealed to the farmers. President Edmund Pennington of the Soo line has estimated that there are nearly 2,000 such tanks on farms in territory from which the road draws grain tonnage, and on the Northern Pacific, Milwaukee and Great Northern roads there are thousands more.

Hon. John A. Knott is a candidate for Railroad and Warehouse Commissioner of Missouri. Mr. Knott was formerly on the Commission and was the father of bills in the legislature affecting the grain trade, that were deemed very objectionable. One of the bills became law, but was declared unconstitutional and was set aside.

## BARLEY and MALT

The Rothchild Grain Co. of Dubuque, Iowa, has leased the Sioux Falls Malting plant at Sioux Falls, S. D., which will be reopened after a year's idleness. The present crop of barley in South Dakota will be sufficient for a season's run.

Charles Miller of Cottonwood, Idaho, threshed a crop of white winter barley, which is said to be a record breaker in this district. The yield was 105 bushels per acre on 18 acres. The grain was so heavy that it fell before it could be harvested.

Consul Washington at Liverpool in a recent report upon the barley crop among other things said: Reports from Germany state that the quality of malting barley in that country is very poor. An average crop was about to be harvested when bad weather set in seriously affecting the quality and quantity.

A number of ranchmen will grow Beldi barley in the Beaumont Valley in California. The seed will be secured from the State University. It is said that the recent tests made at the State Experimental Farm at Davis, Cal., have proven very successful, the crop yield, without irrigation, having been 90 bushels per acre. The yield is claimed to have been largely due to the method of cultivation.

Much apprehension has prevailed in Liverpool and district, and in fact throughout the United Kingdom, by reason of the wet and stormy weather which has prevailed for several months past in relation to its effect upon the harvest. The unanimous opinion of those interested in agriculture is that the effect of the weather conditions will prove disastrous, both in regard to the quantity and quality of the barley and other crops grown in the Liverpool district.

The monthly agricultural report of the Government Board of Agriculture, issued on September 7, shows that the cold and wet have materially reduced prospects of all the crops (except hops). In summarizing the results of investigations made on the subject the Board of Agriculture estimates the yield of the barley crop of England and Wales at 96 per cent of the average, and the text of the report on the subject shows that much damage to quality will result, and this is confirmed by similar reports which continue to be received from all parts of the country. There is much sprouted grain.

Barley yielded 50 to 57 bushels per acre this summer on the experimental breeding plots of the farm of the College of Agriculture of the University of Wisconsin. Experiments were started there 14 years ago to breed up one or more varieties that would produce a larger yield per acre than any varieties then in existence. The essential characteristics of the barley were to be such that the kernels should be uniform in size and quality, maturing at the same time, on straw of uniform length and strength, and all free from smut. The resulting grain was sent out to members of the Wisconsin Experiment Association for tests on various soils and under various climatic conditions of the state. The average of a five years' test including over 1,000 reports showed an average yield of 4.9 bushels better than the average of the best varieties grown beside it.

[Special Correspondence.]

### CHICAGO BARLEY MARKET.

BY A. L. SOMERS,

President Somers, Jones & Co.

The movement of barley so far on the crop has been light. Farmers find it hard to reconcile last year's prices with those ruling this year, and consequently have sold but little except in the northern Minnesota and Dakota territory, where the crop yields have been exceptionally heavy and where the partial crop failures for the past two years made it necessary for them to realize on a part at least of their holdings.

The Government Report shows a crop of 224 millions, as against the estimate of 209 millions one month ago and 160 millions one year ago. This is such an enormous increase that it is fair to presume the trade will find no difficulty in securing needed supplies during the season and that it will be difficult to advance values materially above the present basis at any time.

The export demand, however, is coming to the rescue and low grade barley for feed is in good demand. It will probably result in a gradual narrowing down in the range of values, with the good barley eventually selling closer to the prices of the poor. Malting barley at present ranges from 55c to 74c per bushel, mainly at from 58c to 68c. The choice barley from Iowa and Minnesota points brings outside prices, but it is hard to beat 70c per bushel except for very fancy qualities.

The movement of barley so far has been heaviest of medium qualities, those selling at a little over 60c per bushel. The strictly feed qualities have been in light supply. In fact, the bulk of poor barley has been taken for malting purposes because of the unexpectedly light movement of barley fit for

low priced malt. Occasional cars of barley out of condition have sold down to 45c, or a little under, but the bulk of the strictly feed qualities on the spot market will bring from 50c to 53c per bushel. The mixing demand has been ample to absorb all offerings of that kind and we hear little of offerings of No. 1 feed barley "to arrive" at under 48c, such as was the case early in the season, in anticipation of a heavy movement of poor stuff.

Malt sales are reported slow on basis of present prices and, with a movement at all in proportion with the size of the crop, it will probably be difficult to hold values later on. We look for a gradual decline in prices, especially of the better kinds, as it is evident that the export demand will prevent much decline in the lowest grades.

### OBITUARY.

Peter Ferguson, formerly a grain merchant on the St. Louis Board of Trade, died at the home of his sister, Mrs. Frank Hayden, in Montgomery, Mo., Sept. 24. He was 67 years of age.

Frederick Oschmann, a flour and grain dealer of the Bushwick section of Brooklyn, died at his home in that city of heart trouble September 21. He leaves a widow, four sons and one daughter.

Arthur L. Nickerson recently died at his home in West Dennis, Mass., after a short illness. He had been engaged in the grain business at that place for many years. He leaves a daughter and four sons. Two brothers also survive him.

John D. Arras, a grain dealer, died at his home in Arlington, Ohio, Sept. 22, from stomach trouble. Mr. Arras had been ill for about a month but had been able to attend to his duties the greater part of the time. He was born in 1852. He is survived by a wife and seven children.

George F. Baldwin, for many years a prominent member of the Chicago Board of Trade, died at his home in Chicago, September 14, at the age of 58, after a lingering illness. Mr. Baldwin retired from the Board of Trade in 1902. At one time he headed the firm of Baldwin, Farnum & Co., and later Baldwin, Gurney & Co. These partnerships were dissolved and he founded the firm of George F. Baldwin & Co. Mr. Baldwin is survived by his widow.

J. B. Niezer, president of the grain firm of Niezer & Co., died at his home in Fort Wayne, Ind., after an illness of nine months. Death was due to heart disease. Mr. Niezer was born in 1846. He made his residence in Monroeville, Ind., from 1865 to 1908. For the last 22 years he had been president of Niezer & Co., a concern which operates elevators along the Pennsylvania line. He retired from active business about 10 years ago. He was president of the Citizens' State Bank at Monroeville and a director of the German-American Bank. He is survived by his wife and six children.

William Carson, formerly senior member of the brokerage firm of Carson, Craig & Co., died at his home in Detroit, Mich., September 18, following an illness of six months. Mr. Carson was 73 years of age and had been a resident of Detroit since 1846. Early in life he became identified with the grain business, entering the employ of Peter Voorheis & Co., flour and grain merchants, as bookkeeper. In 1876 he was made a member of the firm, which was then known as Gillette & Hall. In 1898 it was reorganized under the name of Carson, Craig & Co. Mr. Carson was president of the Detroit Board of Trade from 1899 to 1901. He is survived by six children.

### CANADA'S WAY.

The Premier of Manitoba announced on October 1 that "a public laboratory is to be established in connection with the Agricultural College at Winnipeg for the purpose of testing samples of grain sent in by farmers." Reports as to the milling qualities of the grain, the degree of moisture it contained, if any, and its commercial value when less than standard grade, would be made to the farmers free of charge. In this way, farmers would ascertain with absolute accuracy the commercial value of their wet or damaged grain.

Furthermore, the Premier announced that four traveling inspectors have been appointed by the government, through the Grain Commission, whose duty it will be to examine and deal with all questions of car distribution, weights, in and out of elevators, grain shrinkage in transit, etc. Full authority would be vested in these inspectors.

The Premier also stated that the Dominion Government has decided to take the weighing of grain at Fort William out of the jurisdiction of the Department of Internal Revenue and place it in that of the Trade and Commerce Department. He declared, too, that in time for next year's crop the government would have established a sample mark.

On September 18 there were 75 ships booked for Galveston to load with grain and cotton for export.



## ASSOCIATIONS

Sec'y G. J. Gibbs of the Texas Grain Dealers' Association has been granted a leave of absence until Oct. 31. Accompanied by Mrs. Gibbs, he has gone to California to be absent until about November 1. H. B. Dorsey, former secretary, will act as secretary *pro tem*.

The Montana Seed Growers' Association was organized at Helena, on Sept. 26, when the following officers were elected: F. C. Sumner of Clyde Park, president; C. L. Wentworth, Lewiston, vice president; J. D. O'Donnell of Billings, Patrick Carney of Waterloo, J. Nash of Livingston, T. J. Kerlin of Anaconda, and W. V. Talbott of Armstrong, directors. The officers elected were empowered to select a secretary-treasurer.

The following firms have become members of the Illinois Association: C. E. Babb & Co., Buckley; B. C. Beach & Co., Champaign; Geo. L. Bowman & Co., 324 S. Washington St., Peoria; O. H. Cannon & Co., 410-414 Citizens Title & Trust Bldg., Decatur; G. L. Eddy, Sycamore; C. L. Foucht, Rutland; J. N. Hershberger, Leverett; Kizer & Co., Decatur; Mahomet Grain Co., Mahomet; G. C. Outten Grain Co., Decatur; Geo. Petri, Rankin; Powell & Rice, Duvall (mail Shelbyville); H. T. Walton, Mayview, and F. L. Warner, Arrowsmith.

The following individuals and firms have made application for membership in the Kansas Grain Dealers' Association during the months of July and August: The Larabee Flour Mills Co., Hutchinson; White Brothers, St. Mary's; Kinsley Grain & Lumber Co., Kinsley; Sanford Grain & Supply Co., Sanford; Zenith Grain & Mercantile Co., Zenith; Garfield Co-operative Co., Garfield; Alvin J. Garrison, Rozel; J. W. Brown, Dillwyn; Bucklin Elevator & Supply Co., Bucklin; McAdam & Rooney, Minneola; W. H. Peters, Ashland; J. H. Collingwood & Co., Plains; The Equity Exchange Association, Liberal; Bolin-Hall Grain Co., Liberal, and C. E. Frederick Grain Co., King City, Mo.

### OHIO GRAIN DEALERS' MEETING.

The regular fall meeting of the Ohio Grain Dealers' Association will be held at the Neil House, Columbus, on Friday, October 25. It will be an important meeting and every dealer in Ohio should be in attendance.

### NATIONAL HAY ASSOCIATION.

Following is a list of State Vice-Presidents of the National Hay Association recently appointed:

Harry Winer, Chairman, Chattanooga, Tenn.  
Alabama—Herbert Lyons, Mobile; W. M. Cosby and Carlos Veitch, Birmingham.  
Arkansas—W. C. Nothorn, J. F. Darragh and Dan Daniels, Little Rock.  
California—A. E. Clutter, Los Angeles.  
Canada—E. Miles, Toronto; A. J. Benoit, Mont Johnson; Omer Hebert, Yamaska, Ont.  
Colorado—George Lopez, Lamar; J. R. Sullivan, Las Animas; L. W. Roper, Denver.  
Connecticut—E. C. Dana, Bridgeport; Frank A. Coles, Middletown; C. S. Hutchinson, Hartford.  
District of Columbia—R. L. Elliott, J. V. Craig and E. T. Simpson, Washington.  
Florida—Lloyd A. Gray and J. W. Snyder, Jacksonville; R. A. Henderson, Fort Myers.  
Georgia—T. W. Martin, Atlanta; Jas. A. Doyle, Savannah; W. J. Crosswell, Atlanta.  
Idaho—Thomas Clinton, Buhl; Wm. Wiedenman, Twin Falls; J. W. Feeler, Buhl.  
Illinois—L. K. Voris, Neoga; Scott Davidson, Odin; Geo. S. Bridge, Chicago.  
Indiana—A. F. Files, Evansville; C. E. Nichols, Lowell; Geo. L. Arnold, Bluffton.  
Iowa—P. M. Smith, Cedar Rapids; W. B. Leslie, Germania; B. A. Fenn, Salem.  
Kansas—W. E. Doud, Eureka; Fred Sproul, Eldorado; Ardin Beckley, Yates Center.  
Kentucky—C. P. Dodd, M. L. Walker and Oscar Farmer, Jr., Louisville.  
Louisiana—H. B. Schreiber, Jos. V. Ferguson and C. S. Leach, Jr., New Orleans.  
Maryland—S. C. Wilson, Thos. W. Campbell and Chas. B. Watkins, Baltimore.  
Massachusetts—George W. Crampton, W. S. Leavitt and A. A. Ducharme, Boston.  
Minnesota—C. S. Prosser and Geo. D. Jewell, Duluth; W. F. Cleveland, Minneapolis.  
Michigan—F. M. Sheffield, Plymouth; T. J. Hubbard, Birch Run; G. F. Dimond, Mayville.  
Missouri—Jas. N. Russell, Kansas City; Dan Mulhally, St. Louis; J. L. Frederick, St. Joseph.  
Montana—Hudson Gilchrist, Belgrade.  
Nebraska—Arthur Dewitt, Lincoln; C. C. Pond, Ewing; C. D. Ferguson, Morrill.  
New Jersey—J. G. Montgomery, Pemberton; J. H. Inglin, Newark; E. G. Kauffer, Fort Lee.  
New Mexico—Tony Ferlet, Anthony.  
New York—Grant Cole, Ithaca; E. G. Porter, Caywood; B. E. Rouse, Geneva.  
North Carolina—D. H. Dixon, Goldsboro; C. L. Spencer, New Bern; F. V. Johnston, Greenville.

Ohio—D. W. McMillen, Van Wert; J. J. Hendricks, Van Lue; J. E. Collins, Jr., Cincinnati.

Oklahoma—E. Anderson, Afton; H. C. Luey, Claremore; E. J. Webb, Butler.

Pennsylvania—J. E. Bergin, Nanticoke; R. L. Whitmoyer, Wilkes-Barre; E. L. Shute, Philadelphia.

Rhode Island—John D. Peck, Providence; Frank E. Potter, Riverpoint; Edward C. Baker, Providence.

South Dakota—F. E. Austin, Beresford.

South Carolina—John T. Leonard, Charleston.

Tennessee—S. L. Lewis, Knoxville; J. W. Fulghum, Memphis; W. A. Stegall, Harriman.

Texas—R. P. Head, Balmorhea; Allen Early, Amarillo.

Virginia—J. M. Thornhill, Lynchburg; Geo. L. Bell, Suffolk; Coleman Dunn, Clearbrooke.

West Virginia—R. W. Lacy, Bluefield; E. C. Bassell, Clarksburg; J. W. Davidson, Parkersburg.

Washington—R. A. Griffies, Seattle.

Wisconsin—W. J. Armstrong, Milwaukee; W. F. Roder, Tomah; W. Seyk, Kewaunee.

#### STANDING COMMITTEES.

Grades Committee.—D. W. McMillen, Chairman. Van Wert; O. H. Briggs, Toledo, O.; H. W. Benedict, Jr., New Orleans, La.; J. A. A. Geidel, Pittsburgh, Pa., and J. H. Turner, Wichita, Kans.

Transportation Committee.—H. W. Robinson, Chairman, Greenspring, O.; Charles England, Baltimore; George S. Bridge, Chicago; C. B. Stafford, Memphis, and C. A. Coleman, Lyons, N. Y.

Arbitration Committee.—Maurice C. Niezer, Chairman, Fort Wayne, Indiana; L. W. Dewey, Blanchester, O.; Albert Todd, Owosso, Mich.; Joseph Gregg, Atlanta; C. S. Carscallen, Jersey City.

Crop Improvement Committee.—C. T. Wade, Chairman, Farina, Ill.; L. W. Powers, Norfolk, Va.; Dan Mullally, St. Louis; D. S. Wright, Weedsport, N. Y.; Geo. S. Loftus, Minneapolis.

Statistics Committee.—H. H. Deam, Chairman, Bluffton, Indiana; J. Carver Strong, Chicago; W. C. Agee, Selma, Ala.; E. A. Humeston, Meadville, Pa.; J. C. Bush, New York.

Legislation Committee.—B. A. Dean, Chairman, Auburn, N. Y.; E. M. Wasmuth, Roanoke, Ind.; John B. Daish, Washington; J. A. Heath, Richmond, Mich.; E. L. Barr, Kansas City, Mo.

Joint Hay & Grain Committee.—W. I. Biles, Chairman, Saginaw, Mich.; J. F. Umpleby, Pana, Ill.; H. E. Elgert, Baltimore.

Memorial Committee.—H. G. Morgan, Chairman, Pittsburgh, Pa.; R. E. Karnes, Galatia, Ill.; C. D. Carlisle, Kansas City, Mo.

### THE ILLINOIS ASSOCIATION.

A large number of grain shippers attended a meeting on September 13 of the Champaign local division of the Illinois Grain Dealers' Association. The subject under discussion was the shortage of cars, and dealers were present from within a radius of thirty miles, the territory including Decatur, Tuscola, Danville, Paxton and Bloomington.

The same contentions, which have been reiterated again and again by the shippers of grain, were repeated. The shipping interests believe that the railroads, either by common consent or custom, discriminate in the movement of grain. It is well known that they supply special equipment for the handling of oil, coal, stock, stone and furniture and special manufactures, like automobiles; that in the fall they furnish up their equipment and get actively to work to handle coal. All this special equipment, when there is no movement of freight for which it is built, stands idle. The railroads employ agents to visit manufacturing centers and solicit shipments of freight, but they neither solicit shipments of grain nor have special equipment for it, nor make any special effort when the greatest crop of agricultural products the country ever produced is at hand and ready to be moved, to move it.

Mr. Lee G. Metcalf, Illiopolis, president of the Association, made a strong talk to the members, urging upon them the active support of the efforts of the officers of the Associations. He reported that the Railroad and Warehouse Commission, in July last, sent a letter to all the railroads in the State, urging that they get the bad-order cars into shape, secure additional motive power and make whatever arrangements possible for the movement of grain to have it ready to use. He said also that the Commission had sent out a special letter to every shipper in the State, urging co-operation in expediting the transportation of cereals; that the Commission would send out soon a car shortage man, whose sole duty it would be to look after the interests of the grain dealers in securing adequate equipment for the transaction of their business.

Nearly all who were present participated more or less in the discussion, and a committee, consisting of Messrs. W. T. Foote, H. T. Walton and Wm. Murray, was appointed to draft resolutions, addressed to the board of directors of the Association, requesting that they take up the question of car shortage with the Railroad and Warehouse Commission, and do anything possible or practicable to assist the Commission in their efforts to induce the

railroads to furnish sufficient equipment for the movement of grain.

The committee on resolutions was instructed to report at a subsequent meeting.

After the business meeting, a lunch was served by the Champaign grain dealers to visiting members.

#### WILL INVESTIGATE CAR SHORTAGE.

Through the influence of the Illinois Association the Railroad and Warehouse Commission of the State has appointed two representatives to make an investigation of the car shortage question. They are A. R. Layman, Springfield, and W. A. Van Hook, Chicago, who may be addressed in care of the Railroad and Warehouse Commission at Springfield. These gentlemen will travel through the State, and when they call upon the dealers the latter are asked to give them the fullest information. Dealers are asked also to write to them, or to the secretary's office, when in immediate need of cars and to state just what those needs are, and how they have been furnished with cars during the past few months. The Commission intends to make a thorough investigation of the subject, and much good is hoped for from the knowledge which the Commission will get from their own officers.

#### INFORMATION WANTED.

The officers of the Association have directed that data be secured from the members, covering the movement of grain laden cars from the original shipping point to destination, giving the time cars are on the way and the time in the terminal.

For the purpose of (a) fixing, if possible, the responsibility for the present shortage of cars.

(b) To ascertain the average time between the date of inspection and weighting in markets where interest is charged, as in Baltimore, Chicago, New York and St. Louis, and in markets where no interest is charged, as Detroit, Peoria, Toledo, etc.

Members are requested to furnish information on as many cars as possible, which have been shipped within the past year, as follows: (1) date of shipment, destination, car number and initial, and kind of grain; (2) date of inspection; (3) date when weighed, and (4) amount of interest paid on each car. This information will make it possible to determine if the carriers have used due diligence in forwarding car and also if the car has been held an undue length of time between the date of inspection and weighting.

Officers of the Association now desire to show that an interest rule is not equitable between shipper and buyer which requires the shipper to be responsible for the forwarding of the car, after inspection, through the terminal to the carrier which is to take it East or to the elevator for unloading when the shipper can in no way use his influence and when the buyer and the carrier, both being on the ground, can much more effectively expedite the movement of the car. Members may either send tabulated reports of cars they have shipped or send the papers to this office, and the tabulation will be made here. All files will be returned.

### KANSAS ASSOCIATION.

After quoting in Bulletin No. 7 the amended railway law of Kansas, Sec'y Smiley advises the Kansas dealers as follows:

Numerous shippers, members of our organization, advise that they have been unable to secure cars for transportation of wheat, and as a result have sustained losses having grain sold for deferred shipment, which they were unable to deliver through the neglect of the carriers to furnish equipment. The sections of the law above quoted have been passed on by our Supreme Court and held constitutional in the case of the *Star Grain & Lumber Co. vs. A. T. & S. F. Ry. Co.* You will note that when cars are desired the order must be placed in writing and that provision is made that one-fourth of the freight charges must be deposited with the agent for the company, provided that such one-fourth does not exceed the sum of \$10 per car. Cars must be ordered for some point within the State in order to avoid the interstate commerce feature. If you wish to avail yourself of the opportunity of securing cars, we would suggest that you fill out the order (keeping exact copy of order in your possession) and present to the agent for the company with 25 per cent of the freight charges in cash, not check (as check is not legal tender); and if the agent for the company refuses to accept the tender, again tender same in presence of witness, unless the agent for the company agrees to deliver the cars applied for within the time provided. Should the company fail to furnish cars ordered, make an invoice of the grain on hand at the time the cars are ordered and keep an invoice of daily receipts and price paid until the grain is marketed and file claim in the regular way for loss sustained; and if claim is refused, pass same to a reputable attorney for collection. This law provides for an attorney fee, to be fixed by the court, to be paid by the carrier.

#### EXCESSIVE CHARGES FOR THE INSPECTION OF GRAIN.

Sec'y Smiley notes receiving numerous complaints of excessive charges for the inspection and weighing of grain at Kansas City. This applies to grain received on the R. I., U. P. and S. F. roads, where



grain is first inspected by the Board of Trade department and then ordered to the public elevators on the Missouri side for unloading. The Missouri inspection department insists on inspecting and making a charge for all grain unloaded into public elevators on the Missouri side and refuse to recognize the Kansas City Board inspection; and as a result there is a double charge on all cars arriving in Kansas City, Kansas, and unloaded in public elevators on the Missouri side.

A comparison of charges for inspection and weighing before and since the Kansas City Board of Trade inspection was established shows that the saving to the patrons of this market runs from 30c to \$1.60 per car, according to where it arrives and where finally unloaded. The difference now existing between the present basis and the past season, when most of the grain was handled by sample, amounts to the difference between the 25c sampling fee and the Kansas inspection fee, or the total of the Kansas inspection and weighing fee, according to the industry where car might be unloaded.

#### REFUND OF INSPECTION FEES.

The Supreme Court ordered that the fees for inspecting grain paid to the Kansas Inspection Department from July 6, 1911, to July 8, 1912, be returned to the shippers. The clerk of the Supreme Court says that all of the money collected by him has been returned to the receivers, agents for the railroads and elevator owners. "This money," Mr. Smiley tells his members, "is due you and should have been returned to you before this time. Unless same has been refunded, make up statement from your shipping records and forward to your receiver and ask him to remit. You are entitled to recovery for all charges made by the Kansas Inspection Department between dates mentioned, unless you requested state inspection."

[Special Report.]

### NORTHWESTERN OHIO GRAIN DEALERS MEET AT TOLEDO.

The grain dealers of Northwestern Ohio held a grain trade conference at the Boody House, Toledo, on Friday, Oct. 11. About 80 shippers were in attendance and enjoyed a very profitable meeting. The Association was reorganized and placed on a sound financial basis, and the good work will be continued along the same lines as in the past, under the direction of Sec'y Riddle.

Pres. Dolbey called the meeting to order at 11:30 and immediately announced the question "What Are the Prospects for the New Corn Crop?"

Chas. Ozias, of Paulding: The condition and the acreage of corn is greater than a 10-year average. We should hold off the movement of new corn as long as possible and then should ship as much ear corn as possible. Corn will be in pretty good condition by Nov. 1st. and will do to shell by Nov. 20, if we have good weather.

Mr. Rudolph, Wood County: Corn will not be fit to shell for a month. Can ship in the ear sooner.

W. E. Gest, of Defiance: Our county is not the best corn country, but we have the best quality and yield that we have had for years.

D. R. Risser, of Vaughnsville: Corn was planted very irregularly this year. Some of it has not ripened well, but most of it is fine. I would like to see the movement held off for 30 days.

Mr. Nutter, of Renolet: Corn is 40 percent soft. The frost came when it was in the milky stage. We should not begin to handle the crop till Nov. 15th and then should make the farmer sort the corn.

J. E. Wells, of Quincy: In speaking of the territory around our elevators which are located in Logan, Shelby, Champaign and Anglaize Counties, I can say that a very small percent of the corn is soft. I have examined samples in the fields as well as many brought to the elevators. We have taught the farmers to sort the corn, and if they don't sort it we do, and we send the damaged ears back home with them. Our farmers did very little replanting, and the yield is above the average. We will have a fine crop to handle, but should wait till Nov. 15 before commencing. The demand from the East for ear corn will not be as great as usual.

J. A. A. Geidel, of Pittsburg: We believe the new corn crop should be held off until it is in condition. The demand for early shipment of ear corn will not be as great as usual.

Mr. Cain, of E. I. Bailey & Co., of Cleveland: We open the season by handling ear corn and gradually work into the shelled. We will be in the market as soon as corn is ready to move. We sent bids on new ear corn to 900 shippers, and had replies from only three.

F. E. Watkins, of Cleveland Grain Co., of Cleveland: Our traveling men in Ohio, Indiana and Illinois report corn in good condition and there will be an early movement.

P. C. Short, of West Unity: We will have a big corn crop, but it should not be handled before Nov. 1.

J. H. Vocke, of Napoleon: Acreage of corn is larger, and the yield and quality better than usual. Most farmers are husking.

Mr. Rinehart, of Uniopolis: There is a 25% increase in corn acreage over last year, and there will be 100% more marketable corn.

Mr. Abel, of Abel Bros., of Cleveland: We received our first car of new ear corn yesterday. It was shipped from Wood County, Ohio, and sold for 50c Cleveland.

Upon call of Sec'y Riddle expression was made that ear corn is worth 49c to 50c Pittsburgh, which would be about 43c shipper's track. There was practically a unanimous expectation of lower prices. The expression showed that the margin for handling new corn should be 4c to 7c per bushel.

Adjourned for luncheon.

#### AFTERNOON SESSION.

Pres. Dolbey called the meeting to order at 2 o'clock.

Sec'y Riddle explained a system to assist shippers in buying grain on grade, and exhibited a long narrow box divided into compartments to hold officially inspected samples. By comparing the farmer's grain with these official samples, it is an easy matter to convince the farmer just what his grain grades. It was the unanimous expression that this is a very practical and helpful method, and many dealers resolved to give it a trial.

Sec'y Riddle introduced the subject of the Ohio State Corn Show to be held at Lima in January. He urged all dealers to advertise the Show in their communities, and especially to interest the boys in making exhibits at the Corn Show.

Sec'y Riddle reported the good work that has been done by the scale inspection and repair service, and read several letters from users expressing uniform satisfaction. He also read letters from railroad officials showing an effort to determine what shippers have had their scales inspected and repaired, and those who have not. Undoubtedly the shippers will have more prompt settlement for loss in weight if the railroads know their scales are weighing correctly.

Pres. Dolbey called for the election of officers and the following names were nominated for president: L. S. Douglas, of Lima; S. L. Rice, of Metamora, and U. S. Dickerson, of Adrian, Mich.

Mr. Dickerson expressed thanks for the honor in having his name mentioned for the office of president, and begged to have his name withdrawn, because the time which he could give to the work would not enable him to serve the Association in a capable manner. Mr. Dickerson's name was withdrawn.

The first ballot for president resulted in no choice. Mr. S. L. Rice, of Metamora, was elected president on the second ballot, and Mr. Douglas, of Lima, was made vice-president.

By unanimous vote T. P. Riddle was re-elected Secretary and D. R. Risser, Treasurer.

It was voted to change the name of the Association from "The Northwestern Ohio Hay and Grain Producers' & Shippers' Association" to "The Tri-State Grain Producers' and Dealers' Association," it being the intention that the Association cover the territory of northwestern Ohio, northeastern Indiana and southeastern Michigan. The work will be carried on by Sec'y Riddle, as in the past, through local county organizations subsidiary to the Association. The dues will be \$2 per month from each elevator, and it is guaranteed that there will be no extra assessments.

Sec'y Riddle and Col. Southworth, of Toledo, engaged in a discussion as to why the Toledo Produce Exchange would not allow the Toledo daily papers to publish the Toledo "Call Prices," and make clear that the Toledo "cash price" as quoted is not the price which country shippers are bid for their grain. It was decided to appoint a committee to confer with the Toledo Produce Exchange.

Sec'y Riddle talked about how to handle the scoop-shoveler and expressed his belief that it could be handled by law; that the transient grain buyer could be compelled to pay license for doing business just as the street peddler is required to do in any city. This license would in some measure be a voucher for the integrity of the scoop-shoveler.

Pres. Rice suggested that the Association have a legislative committee to confer with the same committee of the Ohio Grain Dealers' Association. A motion was made to that effect and carried. Pres. Rice announced that the committee would be appointed later. This committee was ordered to draft a bill requiring scoop shovelers to take out a license, and that this bill be read at the next meeting, with a view to having it presented to the State legislature.

Sec'y J. McCord, of Ohio Grain Dealers' Association, announced that invitations will soon be out for the fall meeting of the State Association to be held at Columbus on October 25, and urged all to be present to discuss the handling of new corn.

Adjourned sine die.

Harvey S. Williams (Colom & Co.), Oct. 1, said: "I found the corn crop in eastern Iowa fully up to the most optimistic reports in regard to quantity and quality. I think more than 75% of it was fully matured before the frost came, and of the remainder very little will be seriously damaged, and practically all of it will make corn fit to feed, although not fit to ship. Conditions are very similar in northwestern Illinois."

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

### PLEASED WITH BUSINESS.

Editor American Elevator and Grain Trade:—Find our inclosure to cover subscription of the coming year to the "American Elevator and Grain Trade." We have been located in Kansas City about one year now, and we are very much pleased with our business as it has proved very satisfactory and profitable, and this being the largest hay market in the world, we feel that we have gotten our share of it. We are always glad to receive your paper, as we find it very interesting to read.

Yours very truly, C. F. ARNOLD & Co.  
Kansas City, Mo.

### A CORRECTION.

Editor American Elevator and Grain Trade:—I notice on page 147 of your issue of September 15, a couple of errors in regard to the Nickel Grain Co. which we organized August 9th, of the present year. You will notice on our letterhead who the officers are [S. D. Bailey, president; A. F. Wiesjahn, vice-president; P. E. Goodrich, secretary; J. G. Bauer, treasurer and manager; J. J. Overmayer, auditor; and the capital stock is \$10,000.] Only one member of the Goodrich Bros. Hay and Grain Co. is interested in our company, not the whole firm as you have published. I am writing you this because we want the grain trade to get the facts as they are.

This elevator formerly was owned by W. L. Maxwell of Valparaiso, Ind. Last year he sold it to R. Mayfield, who in turn leased it to C. F. Davison of Bluffton, Ind. We purchased same from Mayfield last month. Goodrich Bros. Hay and Grain Co. purchased the elevator at Boone Grove, Ind., of W. L. Maxwell.

If you will publish the above you will have it right, at the same time correcting your error.

Yours truly, NICKEL GRAIN CO.,  
Valparaiso, Ind. By J. G. Bauer, Treas. & Mgr.

### DOCKAGE ON THE COAST.

The Public Service Commission of Washington has made a rule directing the state grain inspector to make a uniform dockage for damaged grain. The rule is as follows:

When, in the inspection of wheat, it is found to be soft, bleached, frosted or to contain sprouted or damaged kernels, but in the judgment of the inspector it is fit for milling purposes, said wheat shall be graded as No. 2 or No. 3, according to the test weight (No. 2 testing not less than 56 pounds and No. 3 not less than 54 pounds to the measured bushel); and in case said wheat is sold on an executory contract which provides that the price and amount to be paid therefor shall depend upon the terminal weight or grade, there shall be deducted an amount in pounds per bushel not to exceed four pounds on either grade to cover above conditions, the amount of said deduction in weight to be discretionary with the inspector within the above named limit.

The new rule is the result of a hearing by the Commission, at which representatives of the Farmers' Union, millers, shippers and exporters were present and gave testimony in reference to the disposal of ungraded grain. Previous to the adoption of the new rule damaged wheat was not graded and consequently growers complained that there was no uniform rule for the amount to be docked from such grain in comparison to grade No. 1, except that set arbitrarily at the will of the buyer.

Galveston received the first car of 1912 Texas corn on September 4—good quality, grading 2. The state talks of a crop of 125 millions.

Probably the record delay of a car of grain is reported by Roderick McKenzie, secretary of the Manitoba Grain Growers' Association who, says the Winnipeg Free Press, gives the details of a case of a western farmer who shipped a car of wheat in December, 1911, which reached its destination in September, 1912. The car was shipped over the C. N. R. from Disley, Sask., and was inspected in Winnipeg December 3, 1911, as No. 3 northern, 1 per cent dockage. It was unloaded at Port Arthur Sept. 12, 1912, just nine months and nine days after inspection in Winnipeg. The grain in the meantime had deteriorated to such an extent that it was sold at 53 cents a bushel, netting the farmer, after all charges were paid \$98.50 for the contents of the car. Had this car been delivered within three weeks after it was inspected and sold at the then market price the farmer would have realized \$662. The farmer's loss on the car was about \$365 on account of the negligence of the railway company, but the company got its full freight charges and the elevators got their elevator charges.



## FIELD SEEDS

The Portland Seed Co., is erecting a warehouse and office at Portland, Ore.

The timothy seed crop of Iowa, this season is estimated to be worth about \$1,000,000.

Crenshaw Bros. & Saffold, Tampa, Fla., have a new building for their seeds business.

The seed warehouse of F. H. Woodruff & Sons, Milford, Ct., is approaching completion.

The Stamford Seed Co. of Buffalo, N. Y., will establish a branch at Binghamton, N. Y.

The Central Seed Co., Wichita, in litigation, will resume business under W. F. Puckett as receiver.

W. A. Thomas & Co., grain commission merchants, have opened a branch office at Crookston, Minn.

The N. J. Olsen Co., Moorhead, Minn., is building a drying house for seed corn at a cost of about \$1,000.

The Ohio Valley Seed Co. is building a warehouse at Evansville, Ind. It will be 48x125 feet and cost \$4,000.

The seed warehouse of Noble Bros., Gibson City, Ill., is about completed. The building is 100 feet square.

Nashville seeds men report a good demand for seed oats, barley, rye and wheat as well as the grasses.

A number of alfalfa growers at Orlando, Calif., have this year harvested their own seed for the first time.

The Ingram Seed & Commission Co. has a new location at Valdosta, Ga. Di Ingram will manage the seeds department.

The Botna Valley Seed Co., Lewis, Ia., has been reorganized and will get into condition to do business before spring opens.

The Pensacola Seed & Nursery Co. has been organized at Pensacola, Fla., capital \$25,000; W. V. Vincent, president; S. D. Berringer, secretary and treasurer.

The Crowell Grain Co. has rented a building at Columbus City, Ind., to conduct grain and seed store in connection with the Columbia City and Raber Elevators.

The Dakota Improved Seed Co.'s corn warehouse is rapidly nearing completion at Mitchell, S. D. The building adjoins the former warehouse, and is to be 38 by 64 feet and 34 feet in height.

Marlow Brothers of Wichita, Kan., recently consigned a shipment of alfalfa seed amounting to 1,000 bushels to Milwaukee, Wis., and Gibson City, Ill. The consignment was worth about \$8,000.

A carload of clover seed valued at \$6,700 left the farm of D. A. White & Sons near Salem, Ore., on September 28. Another equally large carload left on October 2 and a third in the week following.

Sec'y Thos. Cooper of the North Dakota Better Farming Association at Fargo says that the state has now so fully developed its own seed corn it will probably never hereafter be necessary to import any.

The Giorgi Bros., seeds men, who have been at Council Bluffs, Ia., for a year or more, are erecting a building of their own. It will be a two-story brick building to be occupied by them and will cost at least \$7,000.

The McLaughlin Gorman Seed Co., at Minneapolis, is erecting a four-story plant at Seventeenth Avenue and Fifth Street Southeast. It is of reinforced concrete pillars with white brick, and has concrete floors.

Experience this season seems to prove that the Yellowstone valley is especially adapted to the culture of the common navy bean as net profits of nearly \$100 per acre have been reported by some of the growers.

The Free Seed Testing Laboratory, maintained at Purdue, Lafayette, Ind., by the Agricultural Extension Department, in conjunction with the U. S. Department of Agriculture, is now open for the season of 1912-1913.

"Vaughn," the Chicago seed man, is a candidate for Congressman, seeking the seat of Hon. Jas. R. Mann, of Chicago. Mr. Vaughn's platform is opposition to the new seeds importations laws, which he regards as restrictions on business.

Oregon farmers near Salem, Woodburn, etc., are paying considerable attention to red clover seed, which has lately been quoted there at 14½c. to 15c. wholesale. This season some fields at Woodburn yielded better than four bushels to the acre.

Two hundred farmers at Wellsville, Kan., on Sept. 23 sold their English blue grass, or meadow fescue, seed at \$1.00 a bushel, a trifle more than 4½ cents a pound. The holdings of these men will amount to more than forty thousand bushels. The thirty-five thousand bushels owned outside the pool had previously been sold to the buyers who have had agents here since July. Last year this seed

reached the highest price ever paid for it in this territory, \$5.00 for a bushel of twenty-two pounds.

The Champaign Seed Co. has incorporated at Champaign, N. Y., with a capital stock of \$10,000. The incorporators are Le Ransom and B. C. Henness.

The Fred S. Clark Seed Co. has begun business at Fort Worth, Texas. The company will do a general seeds business. Fred S. Clark, who starts this business, was for several years an expert with the United States Department of Agriculture.

The Covington-Harrison Seed Co. (Inc.), has been organized at Petersburg, Va., capital \$1,500 to \$5,000, by Peter W. Covington, president; George W. Harrison, vice-president; Thomas Covington, Jr., secretary and treasurer—all of Petersburg, Va.

Director Miller of the Manhattan Experiment Station tells Kansas farmers not to wait until spring to select corn and sorghum seed, but to find out now how many bushels of good corn and sorghum seed they have and to feed the poor grain to hogs and cattle.

Buy low grade seed on December basis, not October. Demand now is from shorts. They only want the kind of seed which can be cleaned up into prime. Most low grades cannot be used in making prime; they must be carried until the seeding demand wants them.—C. A. King & Co., Toledo.

Reports of almost phenomenal yields of white winter barley throughout the Inland Empire this season have started seeds men hunting for a good supply of seed of this variety of barley for next season's crop. Yields of 105, 108 and as high as 117 bushels of white winter barley have been reported from different districts.

Wm. Hy. Maule, seeds man of Philadelphia, has bought a site at 2100-2104 Arch street, for a seeds warehouse. The building will be fireproof, constructed of steel, reinforced concrete and brick. It will cover the entire lot which has frontages of 60 feet on Arch and 111 feet on Twenty-first Street, and will cost upwards of \$100,000.

N. T. McAlister of Sentinel, one of the two new members of the Oklahoma State Board of Agriculture, is said to have raised ten acres of feterita, the new grain sorghum which was sent out over the State by the demonstration farm department. It is thirty days earlier than kaffir and has a larger head and softer grains. What he has will make at least sixty bushels to the acre.

### FLAX SEED CROP.

Dawson County, Montana, reports some heavy yields of flax seed: 22 bus. on 35 acres and 26 bus. on 36 acres near Glendive; 25 bus. near Deer Creek; 20½ bus. near Lindsay.

The *Northwest Farmer* estimates "the present flax crop as having a breadth of 3,291,000 acres, North and South Dakota and Montana holding the great bulk of it. Montana is a state which is coming forward very rapidly as a flax producing center, and the crop of which is already a factor and gives promise of being a very material factor in the future in determining the size of the crop. The loss from weather conditions, insects and disease has been less than usual, and early threshing returns as far as they are available, indicate an average yield of about 10 bushels per acre, or a total crop of 31,455,000 bushels. Of course, these threshing returns are subject to modification when the later bulk of the threshing shall have been accomplished, but the returns to date are in sufficient volume to warrant the presentation of this preliminary estimate of the probable flax yield this year."

Flax is moving slowly this season, says the *Minneapolis Market Record*. The causes that mainly contribute to this result are found to be in the later seeding of 1912 and to the earlier rains in the autumn. The growth, therefore, of the crop ended later while the earlier rains of this fall prevents threshing and marketing.

### CLOVER AND TIMOTHY SEED.

Prices continue to fluctuate with the speculative demand. Government report shows crop is turning out less than was expected month ago. Receipts have been very small at Toledo. Quality has been poor. Very little has been received which can be cleaned up into prime. Farmers and interior dealers do not seem disposed to sell at present prices. Stocks of old were exhausted and high price last year restricted the demand, which should be larger next spring. Timothy stocks here and Chicago moderate. Hamburg, Germany, bulletin says "Europe cables today their crop will be only quarter of an average; that Russia's crop is very poor, must import; France up two cents pound; Germany has great demand." This is spread broadcast. Damage may be exaggerated to make dealers on this side bullish if they listen to the damage talk. Most foreign seed contains considerable buckhorn. Another large dealer says he thinks the world's crop is an average one and that prices are high.

Clover seed crop is larger than a year ago; October report shows it. Report says Ohio has two-thirds and Indiana three-quarters of a full crop; we doubt it; half would be nearer right. Michigan

and Illinois show trifle better than year ago. Wisconsin is larger but poor quality. New York and Pennsylvania, small producers and large consumers, have larger crop. Condition for United States is 74 against 86 in September; 56 a year ago and 68 for five year average. Crop in late years has been small.

### PRODUCTION COMPARED TO FULL CROP.

	1912	1911	1910	1909	1908
Ohio .....	65	47	50	36	105
Indiana .....	73	54	57	40	100
Michigan .....	73	58	69	50	94
Illinois .....	69	62	70	50	100
Missouri .....	69	45	75	60	85
Wisconsin .....	88	62	60	65	85
Minnesota .....	82	60	55	82	79
Kentucky .....	74	64	65	60	85
New York .....	90	71	75	85	73
Pennsylvania .....	81	48	65	40	80
United States ..	74.5	56.4	64	52	91

—Condensed from King & Co.'s Circular, Oct. 11.

### BROOM CORN EXCHANGE.

A broom corn exchange has been established at Oklahoma City. Its plan is "to act as sellers' agent and to make Oklahoma City the concentration and distribution point for all the corn raised in the state. The railroads have granted storage-in-transit rates to the shippers and the corn will be shipped to the agency under the storage and transit rates and, after being sold at the highest rates, will be reshipped by the agency to its final destination. The brush will be held by the agency until it is sold at a price to be stipulated by the grower."

The exchange is now able to handle all the broom corn that can be offered, having provided storage room in two large warehouses leased for the purpose. They will hold 3,000 tons. The exchange will own no brush, and the only charge to farmers and growers for the service of the agency will be a storage charge and a commission on the selling price, both to be paid after the corn has been disposed of and the money is on hand ready to turn over to the producer.

### WANT FEWER GRADES

A conference of the Canadian Grain Commission with members of the Winnipeg Grain Exchange was held in September, at which fewer grades of wheat were asked for.

Dr. Robert Magill, chairman of the Commission, laid before those present the fact, said the *Free Press*, that there are just about 500 grades, or rather variations of grades, of wheat at present recognized by the official inspection department and that nearly all of them were represented in the 2,500,000 bushels then in store at the head of the lakes. This multiplicity of grades tied up storage to an extreme extent; and he requested that some means be devised of combining some of the variations of grades and also of reducing the number to be permitted in the grading of the crop coming on the market.

In the course of the discussion it developed that there had been a great improvement in the demand from abroad for the low or off grades and some of the exporters expressed the opinion that the outlook was such as to warrant their hoping to clean up the bulk of the stock soon or before there was any considerable movement of new crop.

A committee was appointed to go into the whole matter and report whether or not anything could be done in the matter of reducing the number of variations in grade for the handling of the incoming crop.

The so-called "Armour corner" of September wheat at Kansas City petered out gracefully, whether intended otherwise or not. The Board of Trade helped the shorts by declaring an emergency, thus permitting deliveries of grain on track, and on the 30th 410,000 bushels were delivered, making about 4,000,000 bushels taken there by the Armour interests during the month, all of which was said to have been sold by them during the first ten days of October to millers and for export.

A few days prior to Oct. 1, L. C. Burnett, cereal breeder of the experiment station at Iowa State College husked an ear of Reid's yellow dent corn which was ripe enough for seed, and which set a new record for early maturity for that popular variety in that section of Iowa. This new strain of Reid's yellow dent is known as No. 203.09. The original ear was selected in 1908, and was given a test in 1909. It was crossed in 1910 and the progeny from this crossing was tested in 1911, when its characteristics were found to be well fixed. Last spring all the seed on hand was planted for an increase and the corn husked this fall will be planted next year under farm conditions on the college land and also in the breeding plots. In the spring of 1914, the experiment station hopes to have enough of this new seed corn for wide distribution in that section of Iowa.



## TRANSPORTATION

The I. M. & S. R. R. has advanced rates on mixed cars of feed out of Little Rock 3c. per 100 lbs.

The movement of grain eastward from Chicago has been in the past few weeks the heaviest on railway records.

Elevators in southwestern Kansas in September began refusing grain, having no opportunity to clear their houses for more grain.

The Soo Line has opened the line from Fordville to Drake, N. D., 132 miles. There are 18 stations and nearly 70 elevators ready to ship grain.

Duluth's September arrivals of grain were 15,122 cars against 7,092 in Sept., 1911. In Sept., 1912, Minneapolis had 13,314 cars and Chicago 6,018.

The Savannah Grain Exchange has referred to R. R. Commissioner Jos. F. Gray the condition of the receiving yards and docks of the city, which are said to be inadequate for the service needed.

The Forest City Milling and Elevator Co., of Forest City, Mo., brought suit against the Burlington Railroad for damages to its mill building on account of flooding. The case was settled out of court for \$800.

An order has been entered by the Commerce Commission suspending until March 28, 1913, proposed increases in rates on flaxseed from Minneapolis and other Northwestern points to Chicago and the East. The advances would have amounted to about ten per cent.

The rate advances proposed by the C. & N. W. and C. M. & St. P. roads on grain from points in Iowa to Chicago, and between other points have been suspended by the Interstate Commerce Commission until January 18. The proposed advances ranged from three-tenths to eight-tenths of one cent per 100 pounds.

A meeting of shippers was held at the office of the Board of Trade Transportation Department, Chicago, on September 20, to discuss the absorption of switching charges on Illinois grain by the I. C., C. & A., C. & E. I., Wabash and Santa Fe roads and the arbitrary of the Wabash on grain to Chicago. The matter was left in charge of Manager Hopkins.

Railway earnings for July last, according to the Bureau of Railway Economics, reached a total of \$1.116 per mile, an increase over same month of 1911 of \$89, or a net increase of operating revenue per mile of \$36 less an increase of \$4 for taxes, making net operating income increase \$32 per mile. The greatest percentage of increase was on the West, 16.4 per cent; in the East, 10.9 per cent.

The Chicago Board of Trade has taken a hand in the New York differential contest by complaining that the roads operating in the territory north of the Ohio and Potomac and east of the Mississippi discriminated against New York by giving other ports lower or differential rates, especially on grain. The specific complaint is that the Illinois Central road is giving New Orleans and other ports an advantage over Chicago by making a 15½-cent rate on all grain for all export via New Orleans coming from beyond Omaha and Council Bluffs, while charging Chicago 12 cents on wheat and 11 cents on other grains, whether for export or for domestic reshipment. The plea is made that there should be an export rate on such grain applicable from Chicago and not from the salt water ports as is the case now.

### OCEAN FREIGHTS.

High ocean freights the world over continue to alarm trade. The advance in rates is especially severe at our grain out-ports, owing to the fact that the very low rates obtaining only a year or so ago drove many "tramp" ships from our coast to other parts of the world when better rates were offered. These will sooner or later return to get the high rates now paid; but until they do get back to our shores, there will be a scarcity of tonnage.

### FAILURE TO RECORD FREIGHT BILLS.

The Board of Trade of the city of Chicago Transportation Department says:

Complaint has come to us from the Joint Rate Inspection Bureau of the failure in many instances to record paid freight bills within the time prescribed in Rule 5 of Joint Transit Privilege Circular No. 16. Under Chicago practice the buyer of the grain files the freight bill for recording. It is the duty of the seller of the grain to furnish such freight bill to the buyer, as prescribed by resolution adopted by the Board of Directors, October 3, 1911: If the railway company fails to present the freight bill for payment within the five days, the receiver of the grain, by reporting the matter to the Joint Rate Inspection Bureau as provided in the rule, preserves the transit rights of the grain and will also secure the freight bill through the Bureau. In case the SELLER of the grain fails to furnish to the BUYER the freight bill within the ten days prescribed by the transit rules, or fails to notify the Inspection Bureau of

the failure of the inbound carrier to present it for payment within five days, the responsibility for not recording the bills rests with the SELLER. In case the BUYER of the grain fails to record the freight bill after it has been furnished by the SELLER, responsibility for violation of the rules rests on the BUYER.

Carriers have notified us that unless there is a strict compliance with their rule, transit will not be allowed on that grain.

### LAKE RATES AND STORAGE.

There was a sudden and rather unexpected slump in lake rates to Buffalo about Oct. 1, but rates at Duluth were quoted at 2½c. and stronger for the week following. Up to Oct. 1 charters were reported of twenty of the largest steamers on the lakes to take grain at Duluth and bring it down to Buffalo for winter storage, at 4 cents, with one or two of the charters said to have been made at 4¼ cents, the shipper being anxious to be certain of storage room at Buffalo.

### COMMERCE COMMISSION ON THROUGH ROUTES.

In promulgating a new code of rules and regulations for the government of the railroads of the United States, which becomes effective at once, the Interstate Commission says:

"The railroads of the country are called upon to unite themselves so that they will constitute one national system. They must establish through routes, keep these routes open and in operation, furnish the necessary facilities of transportation, make reasonable and proper rules of practice as between themselves and the shippers and as between each other.

"Carriers are required to make reasonable rules and regulations with respect to the exchange, interchange and return of cars used upon through routes and for the operation of such through routes, and where they have failed in this respect the Commission is empowered to determine the individual or joint regulations or practice that is just, fair and reasonable.

"The Commission will make no orders in this case, relying upon the good faith of the carriers under the laws as presented herein to make such regulations for car interchange and for the maintenance of the through rates involved as may be needed."

### INCREASING THE DEMURRAGE CHARGE.

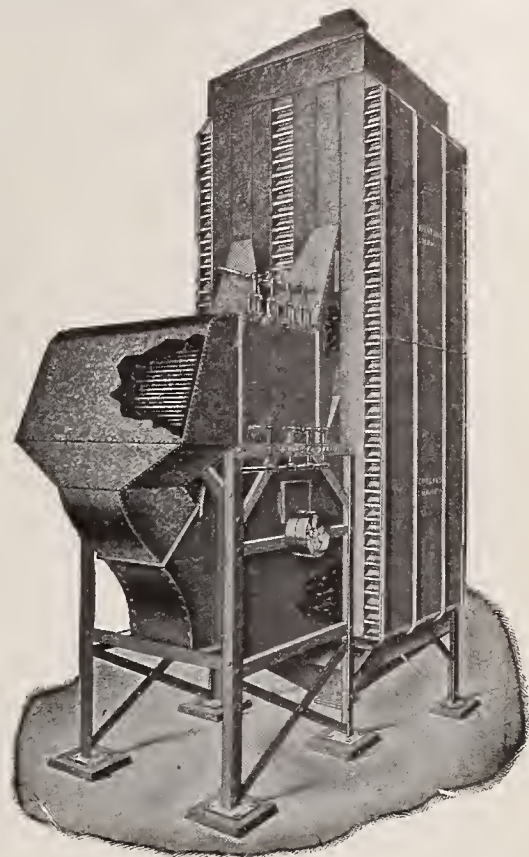
The Railroad Commission of Michigan has under contemplation increasing the demurrage charge to \$5 per day per car. The reasons are given by Chief Rate Clerk Danwin, who said: "One of the main causes of car shortage in Michigan, especially in Detroit, is that freight cars are being used too much for warehouses. Freight cars were built for transportation, not for warehouses. Particularly is this condition true in Detroit, where there are dealers who do a large business on team tracks without practically any warehouse at all. They are willing to pay the dollar a day demurrage and I personally know of cars that have been tied up for months at a time. The large grain crops this year are going to make conditions even worse. Co-operation between shippers and carriers will do a great deal to help out the situation and it may be necessary for this Commission to increase car demurrage to \$5 per day. In Detroit, I know the car shortage is increasing every day despite the fact that railroads are doing all in their power to build additional cars and track facilities."

At Little Rock a member of the Arkansas Railroad Commission recently said:

"Many shippers take advantage of the low demurrage rates charged by the railroad companies, which average, after the first 72 hours, \$1 per day; and shippers rather than pay the cost of transferring freight from cars, will let shipments stand on sidings and pay demurrage in preference to storage charges, which in many instances is cheaper. In many cases, shippers will allow such staples as grain, hay and coal to lie untouched in the cars for a month, when the cars should be emptied at once so that other shippers can use them. When cars are used for warehouse facilities there is, even when traffic is light, a slight depression in shipping facilities." It is now proposed to raise the rate to stop this abuse.

The Northern Demurrage Bureau at Minneapolis has adopted a "follow-up" system for the location and determination of the cause for every incoming car that remains unloaded after forty-eight hours.

American Minister John B. Jackson, Bucharest, says that, "Exporters of oats may be interested to know that while the other Roumanian crops are said to be good the oats crop has been unfavorable, and the prohibition of the exportation has been contemplated. Should the Roumanian Government take this step, however, it is anticipated that the prohibition would not remain in force more than a month or two, and that it would be revoked as soon as the military authorities had obtained a sufficient quantity to supply the needs of the army."



The Hess Ideal Drier and Cooler for Country Elevators, Mills, etc.

Capacity 800 to 1200 bushels per 10 hours  
Price \$900.00 f. o. b. Chicago

More grain is dried in

# Hess Driers

than in all other makes combined.

## Why?

Because grain men prefer them to others and because of a lot of other reasons outlined in our booklet, which is yours for the asking.

We make nine regular sizes, suitable for all requirements, from that of a small elevator up to the big export elevators of the seaboard.

## HESS (U. S.) Moisture TESTERS

are suitable for use with gasoline, gas, alcohol or electricity. They are guaranteed for accuracy.

They are better built than any tester and more convenient in operation, besides being economical in the cost of repairs. (Copper flasks, not glass.) Send for booklet on testing grain.

## Hess Warming & Ventilating Co.

910 Tacoma Bldg., CHICAGO



## The CO-OPERATIVES

The old "farmers' elevator" at Dunkerton, Ia., has been sold to be razed.

The Farmers' Grain Co. of Pontiac, Ill., last crop year, made a total profit of \$16,712.83, or net of \$9,798.95.

The Farmers' Elevator Co. at Burtonview, Ill., celebrated by a picnic the extinction of the company's bonded debt of \$50,000.

The Farmers' Elevator Co. of Ritter, Ia., for last crop year paid 15 per cent on dividends and \$800 for improvements. It handled 53 cars of grain and made \$3,794.80.

The report of the Farmers' Elevator Co. of Grafton, Ia., for the crop year showed that \$182,000 worth of business had been transacted at a profit of somewhat over \$3,000.

The Farmers' Elevator Co. at Carrington, N. D., which has never been a profitable venture, has sold its elevator property to J. E. Galehouse, Jr., Thos. McCreary, Norm. Nicholson and S. H. Copenhaver, who will open the house for business.

The Farmers' Elevator Co. of Benchland, Mont., made last crop year 71 per cent and paid 21 per cent in dividends. In the future, when the year's business shall have been completed a dividend not exceeding 15 per cent will be declared, and the remaining earnings will be distributed pro rata among the farmers who shall have sold their grain at the elevator.

### AS IT IS IN CANADA.

The Grain Growers' Guide, the official organ of the three great Farmers' Associations of Manitoba, Saskatchewan, and Alberta, will take a referendum vote on the following eight questions:

1. Are you in favor of having the initiative, referendum, and right of recall placed upon the statute books of your Province?
2. Are you in favor of having the Canadian customs tariff on goods imported from Great Britain reduced gradually so that we may have complete free trade with the Motherland in five years?
3. Are you in favor of the immediate acceptance of the standing offer of the United States for reciprocal free trade in natural products?
4. Are you in favor of the immediate acceptance of the standing offer of the United States for reciprocal free trade in agricultural implements?
5. Are you in favor of having all school, municipal, provincial and federal revenues raised by a direct tax on land values?
6. Are you in favor of having the Canadian customs tariff reduced gradually so that it will be entirely abolished in ten years?
7. Are you in favor of having all railroads, telegraphs, telephones, and express services owned and operated by the public?
8. Are you in favor of extending the franchise to women on equal terms with men?

The questions will be prepared in the form of a ballot and published in the Guide in the issue of Dec. 11th. Each subscriber will be asked to write "Yes" or "No" after each question and send the ballot immediately to the Guide office, where they will be counted and the gross results published by provinces.

### FARMERS' UNION SUGGESTS LEGISLATIVE CHANGES.

The National Farmers' union, in convention assembled at Chattanooga, Tenn., in September last, recommended to state unions for consideration the following legislative program:

Abolish the electoral college and elect the president by direct vote of the people.

That the United States Supreme Court judges be elected by the people for a term of years.

That United States Senators be elected by the electors of the several States.

That if an income tax law and a graduated inheritance tax law is not sufficient to run the government economically administered, then by a direct tax apportioned among the several states.

That the lower house of Congress so amend the rules of the body that the speaker and chairmen of committees cannot block or control legislation.

That the banking laws shall be in the interest of and for the protection of the money borrower as well as the money lender.

That the power to control the volume of currency is conferred by the Constitution on Congress and should not be delegated to individuals or corporations, as is now done through the national banks.

That the God-given natural resources, such as iron, ore, coal, petroleum, phosphate beds and water powers should be reclaimed by the Government and held for the benefit of the people.

That it should be the policy of the Government to aid and protect the people in becoming homeowners. That alien ownership of land should be prohibited.

That corporations should not be permitted to own

more land than is actually needed in the conduct of the business, and not at all for farming purposes.

That individual ownership of land should be restricted by graduated rates of taxes and absentee land taxes.

That parcels express be conducted by the government at cost for the people.

That exorbitant and discriminating transportation rates should not be allowed.

That the water should be squeezed out of all stock corporations and railroads should be physically valued.

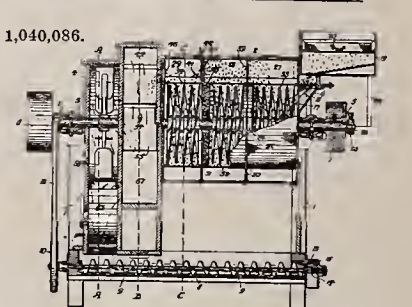
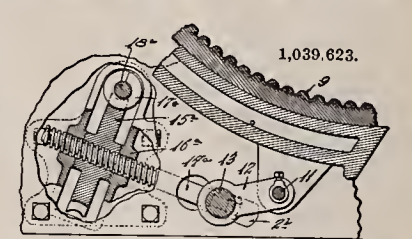
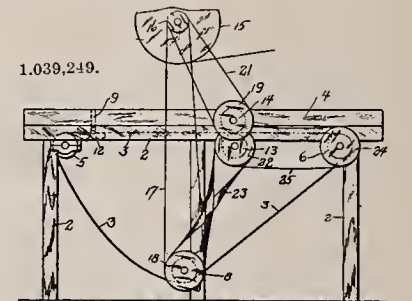
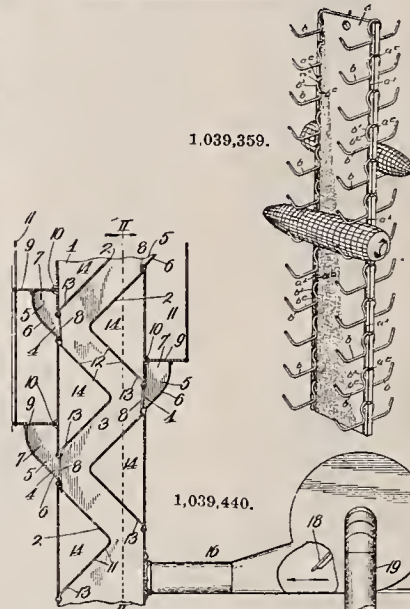
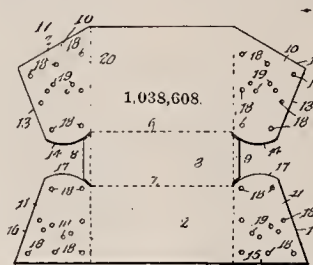
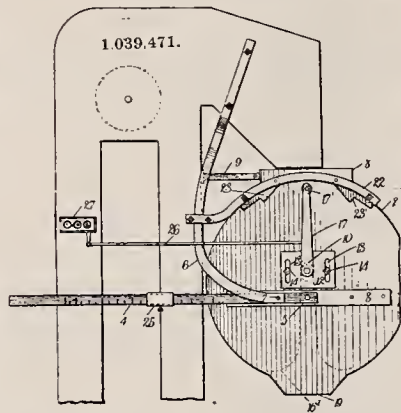
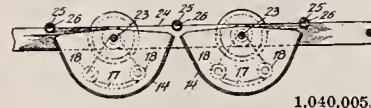
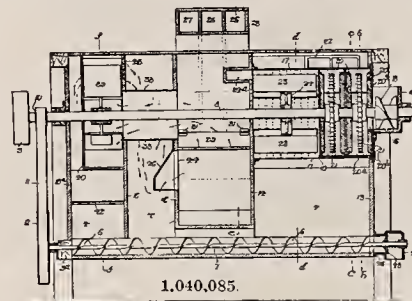
That promoters of fake stock concerns should be vigorously prosecuted under laws similar to the "blue sky" law now in force in Kansas and South Carolina.

That legalized primary laws should succeed the political conventions.

That the initiative, referendum and recall be adopted by all the states and the national government.

That a rigid corrupt practices act should be enacted by all the states, making it a felony with a heavy penalty to offer or accept bribes.

That public free schools should be conducted not



less than six months each year and elementary agriculture and domestic science shall be taught.

That county agricultural high schools should be established in every county where practicable.

That our agricultural and mechanical colleges shall provide a course in co-operative marketing and distribution.

That we heartily indorse all pending legislation in Congress to promote vocational education.

That we urge the national government to take such steps as may be necessary to protect the producers of tobacco from trusts and foreign governmental oppression.

Gov. Hay of Washington is in receipt of an informal report from the superintendent of the state penitentiary, giving the result of a recent test of flax fiber for bag making purposes. Mr. Reed says that while the experiment was not entirely satisfactory, it has demonstrated that flax fiber will do for making grain bags.

The weak point in the situation at present is the large proportion of wet grain entering Duluth, 759 cars of one day's inspections, for example, drawing no grade. Though a considerable proportion of this carries a small percentage of moisture, the capacity of the local drying plants is being heavily taxed to take care of it. Elevator men are, however, counting upon wet grain cutting less of a figure from now on with the incoming shipments made since better weather set in.

It is seldom that a commission house has time to say a good word about the Illinois state grain inspection department, but E. W. Wagner & Co. made that end of the grain trade the subject of a special story in their Saturday market letter. When the latter gets among the trade, they are apt to believe that members of the inspection department need a raise in salary. Attention is called to the fact that out of 177,000 cars inspected for the year ended June 30, 1911, only 2,754 cars were changed from the original inspection, or about 1½ per cent, the greater part of which was corn, which was subjected to a moisture test.—Inter Ocean.

## LATE PATENTS

Issued on September 10, 1912.

Grain Car Door.—Christ J. Johnson, Cedar Lake, Wis., assignor of one-half to Frank J. Brandl, Clear Lake, Wis. Filed Oct. 12, 1912. No. 1,038,148.

Apparatus for Sprouting Grain.—Esco McFarlin and Asel Cline, Doniphan, Mo. Filed April 1, 1912. No. 1,038,407. See cut.

Issued on September 17, 1912.

Elevator Bucket.—Frank G. Lawyer, Iola, Kan., assignor of one-half to William A. Wheeler, Iola, Kan. Filed April 20, 1911. No. 1,038,608. See cut.

Grain Door.—Charles W. White, East St. Louis, Ill. Filed April 22, 1912. No. 1,038,696.

Issued on September 24, 1912.

Bean Cleaner.—William J. Bloomfield, Antioch, Cal. Filed July 15, 1912. No. 1,039,249. See cut.

Attrition Mill.—Adam Schroeder, Barton, Wis. Filed June 17, 1912. No. 1,039,326.

Corn Rack.—James H. Brown, St. Charles, Ill., assignor to J. G. Wurtele, Chicago, Ill. Filed Jan. 19, 1912. No. 1,039,359. See cut.

Grain Drying Apparatus.—Hugh J. Puckett and Valentine Lucas, Kansas City, Mo. Filed June 21, 1912. No. 1,039,440. See cut.

Automatic Grain Weigher.—Edwin Lenard Adams, Edgar, Neb., assignor of one-half to Nicholas A. Linstroin and Frank A. Westering, Edgar, Neb. Filed Oct. 14, 1911. No. 1,039,471. See cut.

Adjusting Mechanism for Crushers or Pulverizers.—Milton F. Williams, St. Louis, Mo., assignor to William Patent Crusher and Pulverizer Co., St. Louis, Mo. Filed Aug. 4, 1911. No. 1,039,623. See cut.

Issued on October 1, 1912.

Grain Door for Cars.—Ludwig I. Larsen, Chicago, Ill. Filed March 8, 1911. No. 1,039,966.

Bucket Conveyor.—Augustus T. Perkins, Chicago, Ill. Filed June 18, 1909. No. 1,040,005. See cut.

Grain Treating Machine.—Augustus Wolf, Chambersburg, Pa. Filed March 5, 1910. No. 1,040,085. See cut.

Grain Cleaning Machine.—Augustus Wolf, Chambersburg, Pa. Filed Sept. 27, 1910. No. 1,040,086. See cut.

Issued on October 8, 1912.

Process for the Treatment of Grain.—Johann Georg Ferdinand Dombach, Amsterdam, Netherlands. Filed Jan. 15, 1909. No. 1,040,290.

The several parties indicted at Washington more than two years ago for bucketshopping are at last to be brought to trial there before Judge Stafford. On October 4 twelve defendants plead not guilty, among them being Louis and Angelo Cella, of St. Louis, and Samuel A. Adler and C. A. Lillis, of New York, who fought the indictments successfully before Justice Wright in criminal court, but lost when the Government took that matter to the Court of Appeals. Further effort to delay actual trial of the cases was made evident by the motion of counsel for the defendants for leave to file a motion for a bill of particulars. This was granted, and ten days therefor was allowed.



## IN THE COURTS

The Fort Wayne Oil and Supply Co. of Fort Wayne, Ind., recently filed a mechanic's lien against the Farmers' Elevator Co. of South Whitley, Ind., for the sum of \$532.86. The proceedings were merely technical.

A receiver has been appointed for the Stark Grain Elevator at Texarkana, Ark., pending the outcome of a suit for the foreclosure of a mortgage for \$6,000. The plaintiff is the Mercantile Trust Co. of Little Rock, Ark., acting as trustee for J. E. Mugge.

Blum & Co. of San Francisco have filed suit against H. S. Goodman of Butte City, Cal., for \$141 damages. It is claimed that Blum & Co. purchased 3,800 sacks of barley from the defendant. Later the price advanced a little and it is alleged that he failed to deliver the grain.

The Union City Grain and Feed Co. of Union City, Tenn., filed articles of assignment Sept. 21. The liabilities amount to \$18,000. The trustee is empowered to operate the plant, provided that it does not show a loss, and in the meantime to institute legal procedure for the sale of the property.

The creditors of the E. D. Davis Hay, Grain, Seed & Provision Co. of Atlanta, Ga., have asked that a receiver be appointed for the company. The petitioning firms and their claims are: Duncan-Hodnett Grain Co. of Atlanta, \$775.47; J. H. Everett & Sons of Atlanta, \$988.52, and D. M. Ferry & Sons of Detroit, \$420.27, a total of \$2,194.46.

An involuntary petition in bankruptcy has been filed against the East New York Grain Co., of Brooklyn. The creditors and their claims are: the Reed & Powell Transportation Co., Ltd., \$2,300; Philip Dinger, \$75.87, and John Jones, \$239.93. It is alleged that the company has made preferential payments and has transferred property while insolvent.

The Miller & Lux Co. of San Francisco has brought suit against the State of California for \$1,500 damages, alleging the state prison directors had refused to deliver 36,000 bags to the corporation under a contract. The company alleges that it contracted for 350,000 grain bags. This is said to be an effort on the part of the company to forestall probable action of the state government against the plaintiff. It is alleged that the Miller & Lux Co. has been purchasing grain bags of the state and then selling them to the ranches at a profit.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### SECOND-HAND GRAIN BAGS.

For sale, 5,000 second-hand grain bags; any quantity. For prices write FOELL & CO., 123 Market street, St. Louis, Mo.

## ELEVATORS AND MILLS

### FOR SALE.

Southern Minnesota, 12,000-bushel elevator, on Illinois Central Railroad. Feed mill, flour and feed side line; good territory; fine prospects; price reasonable. BOX 59, London, Minn.

### FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

# 99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter, Wagner Crop Booklet, "Grain Investments" sent on request. Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

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Mill and elevator combined in a town of 25,000; no competition and a good grain country. Other business is the reason for selling. For full particulars write to C. A. Dickey, Champaign, Ill.

### ELEVATOR FOR SALE

Will store ten thousand bushels of grain, 5 horsepower gasoline engine in running order, for \$2,500 cash; \$2,700 on time—\$1,000 cash and the balance in terms with interest at eight per cent. A. E. ENGELSETTER, Birch Hills, Sask., Canada.

## MACHINERY

### FOR SALE.

A 30-horsepower New Era Gasoline Engine. Just been rebuilt and as good as new. May inquire of SYLER BROS., Ankenytown, Ohio.

### FOR SALE.

One 25-horsepower, Otto Gasoline Engine, in good running order. Price, with battery ignition, \$350; magneto ignition, \$375. THOMPSON & SONS MFG. CO., Beloit, Wis.

### FOR SALE.

Gas or gasoline engines: 15 horsepower, \$200; 30-horsepower Fairbanks-Morse, \$600; all good condition. Also various brick machinery. Address FORT SCOTT BRICK CO., Fort Scott, Kan.

### FOR SALE

Good second-hand steam traction engine and baler; in first-class condition; just the thing for farm use or for regular baling. Engine, 8-horsepower Nichols & Shepard; baler, Ely, making 13 to 18 bales. CHAS. B. WING, Mechanicsburg, Ohio.

### FOR SALE.

Gasoline engines—Du Bois 5-horsepower, new and second-hand, air and water cooled, in first-class condition.

Scales, second-hand and rebuilt, guaranteed good condition: 100-ton Standard, 80-ton and 60-ton Fairbanks; railroad, wagon, hopper, dormant and portable scales, all sizes. THE STANDARD SCALE CO., 1345-47 Wabash Avenue, Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### WANTED.

An attrition mill for grinding corn meal. JOHN F. HUNT, East Lynn, Mass.

## HELP WANTED

### WANTED.

A strictly sober, industrious man to run an elevator in a good town in Ohio. Steady employment and good wages to the right man. State experience in first letter. H., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

Edward P. McKenna

John A. Rodgers

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Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special Attention

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Orders in Futures  
carefully executed

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### OATS STRAW WANTED.

Wanted, 100 cars oats straw. C. T. HAMILTON, New Castle, Pa.

### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### SEEDS FOR SALE.

Johnson Grass Seed. Indicate quantity wanted and time of shipment desired. We also handle Alfalfa Seed, other Grasses, Field Seeds and Feed Stuffs. Put us on your list. DALLAS GRAIN & SEED CO., Dallas, Tex. Established 1905.

### CHOLERA PROOF HOGS.

I have more than 5,700 swine on my farm and am selling grade Yorkshire, Tamworth, Poland-China and Duroc brood sows, boars and shoats in any quantity at best Buffalo market price for fat Yorkers on day of sale. Sows to farrow soon included. These hogs are not fat, are cholera proof and prolific breeders. Pigs that are six to ten weeks old at \$3 to \$4. ALVAH BROWN'S PIG FARM, Grand Rapids, Mich.

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### Mixed Alsike and Timothy

Carlots or less. Will pay you more than you can get elsewhere. Send samples today. Also want Timothy, Red Clover and Alsike, etc.

THE ADAMS SEED COMPANY  
DECORAH, IOWA

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We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

### ILLINOIS SEED CO.

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And take contracts either for material alone or job completed. Write us for prices. We can save you money.



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**GRAIN AND FEEDS**  
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ELEVATOR, TRANSFER HOUSE AND MILLS:  
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**Louis Muller Co.**  
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**GRAIN**  
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**GRAIN**  
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217 Chamber of Commerce  
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**CLOVER SEED**  
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**Buckley, Pursley & Co.**  
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References { First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

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Prompt personal attention given to  
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We Furnish Bids on Grain to Arrive  
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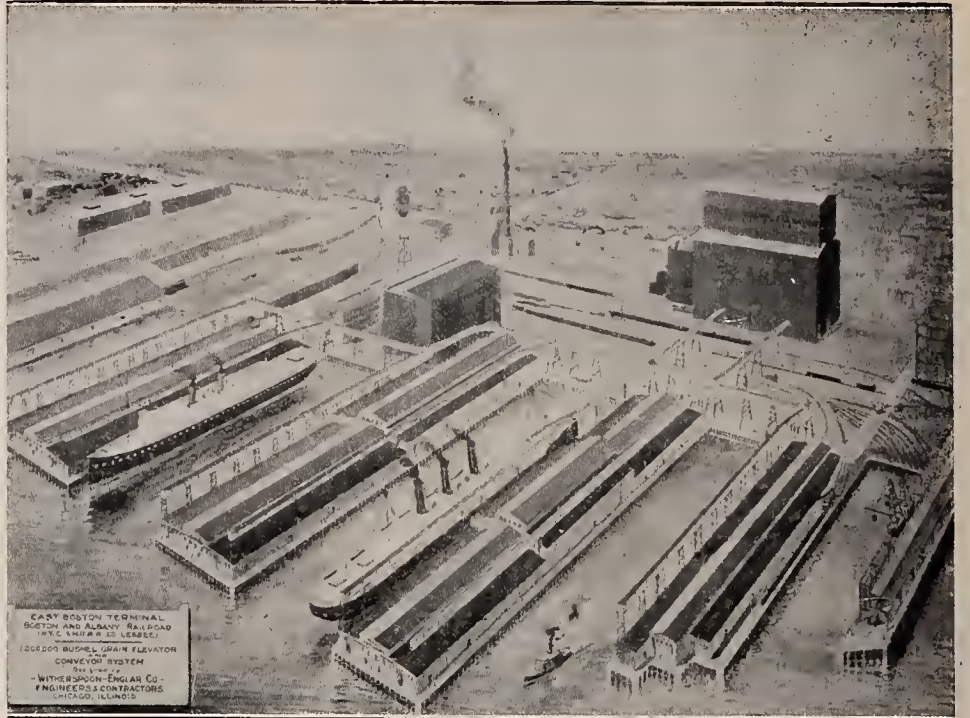


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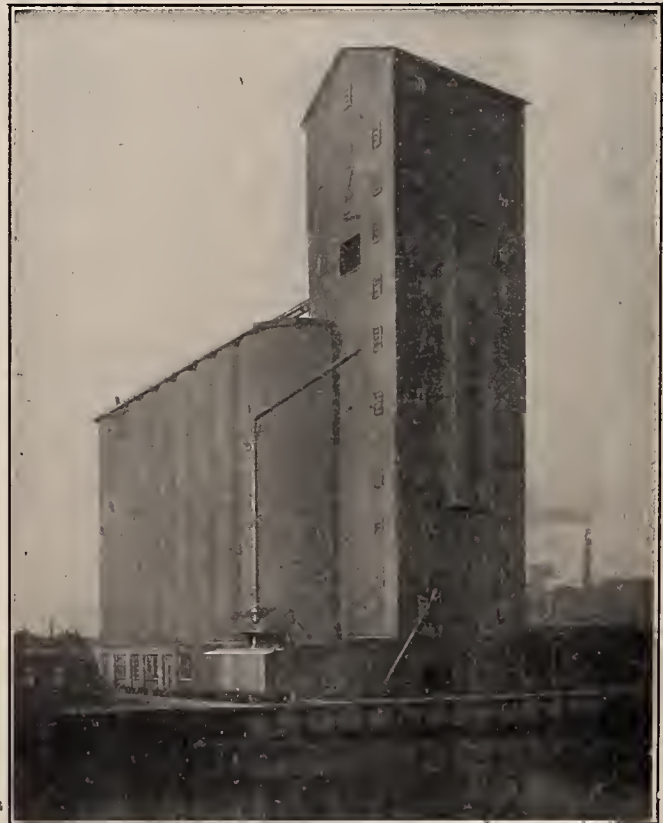
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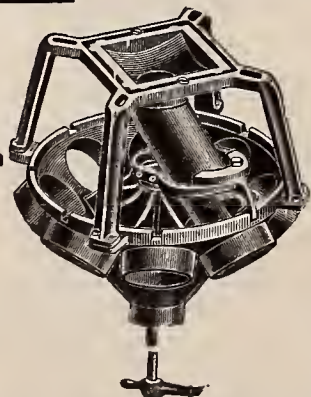
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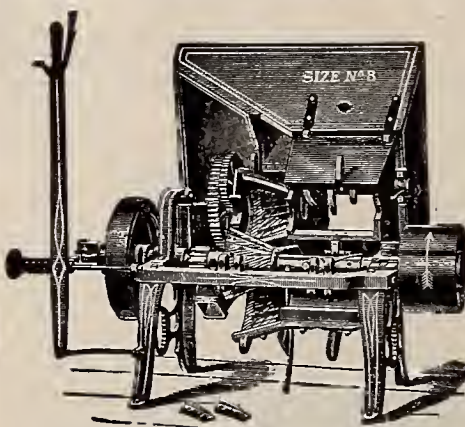
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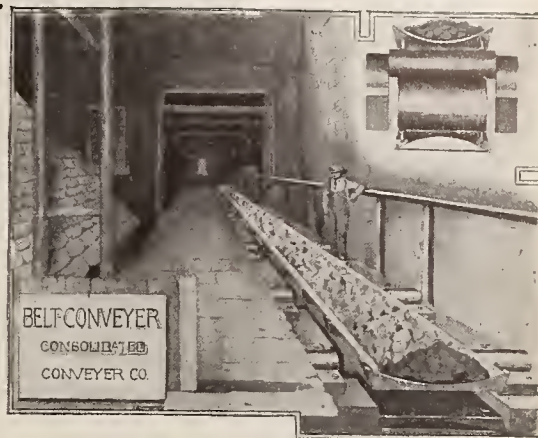
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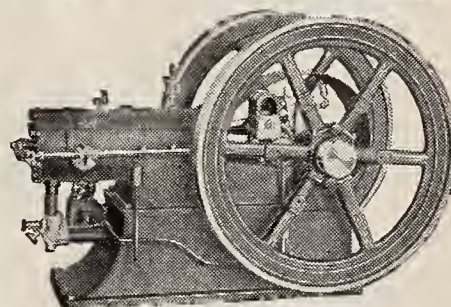
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ANDREW RUSSEL

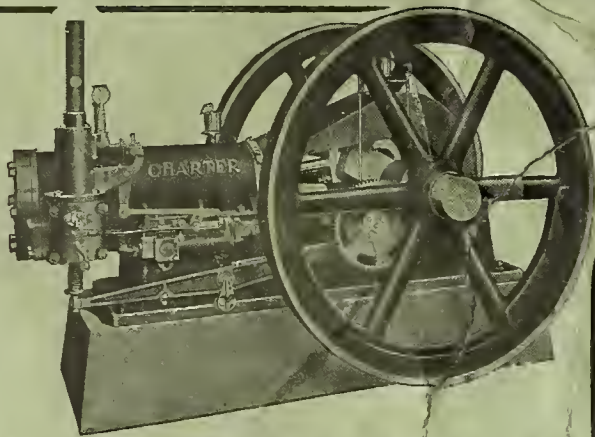
**A**NDREW RUSSEL, nominated at the state-wide direct primary April 9th, 1912, for State Treasurer on the Republican ticket, was born in Jacksonville, Illinois, June 17th, 1856, and has spent all his busy life in this state. He was educated at the public schools in Jacksonville and at Illinois College. He has been in the banking business for thirty-eight years, and is now Vice President of the Ayers National Bank of Jacksonville; was City Treasurer of Jacksonville for five terms; member of the State Board of Pardons from 1901 to 1906, and Treasurer of the State of Illinois from 1908 to 1910, during which time he made an enviable record.

Mr. Russel is a real progressive Republican, but believes there is no better place for the development of measures tending to the betterment and uplifting of mankind than in the ranks of the Republican party. His banking experience, coupled with his thorough knowledge of the office gained during his former term, especially commends him to the voters of Illinois at the coming election.



## ORIGINAL GASOLINE ENGINE OF THE WORLD

100 H. P. and smaller  
— for all kinds of work.  
Gasoline, Kerosene,  
Naphtha, Distillate,  
Fuel Oil, Gas.



**Sixteen Years In Use. Doing Work As Well As Ever**

CHARTER GAS ENGINE CO.,  
Sterling, Ill.

Mulhall, Okla., August 19, 1912.

Gentlemen:—

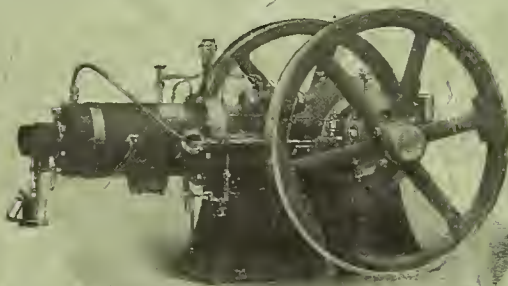
We have a 10-horsepower CHARTER at Orlando, which we bought from you in 1897. While this engine is lighter than we ought to have to run this elevator, it has done the work and is still a good engine and is doing the work as well as ever. In 1900 or 1901 we bought a 15-horsepower engine from you; this engine has done a great deal of work, in fact it has run nearly every business day since we bought it, and we cannot see but that it is as good and doing as good work as when we put it in. About six years ago we put in a larger cylinder sheller than we had been using, and the company that put it in said we ought to have a 25-horsepower engine and that nothing less than a 20-horse would pull this sheller, but we have been pulling this sheller ever since with this 15-horse CHARTER, and it does the work easy and does not seem to be hard on the engine.

Yours very truly, DONAHUE, REOS.

Send for Catalog and State Your Power Needs

400 Locust  
Street

**CHARTER GAS ENGINE CO. STERLING ILLINOIS.**



## It Costs 5c an Hour

to operate a 25 H. P. Muncie  
Oil Engine, other sizes in pro-  
portion.

Uses Crude Oil, Fuel Oil,  
Gas Oil, Solar Oil, Kerosene  
or Distillate.

But two mechanically oper-  
ated attachments. Powerful,  
Simple, Automatic and Dur-  
able. Write us.

**MUNCIE GAS ENGINE & SUPPLY CO.**

Liberty Street

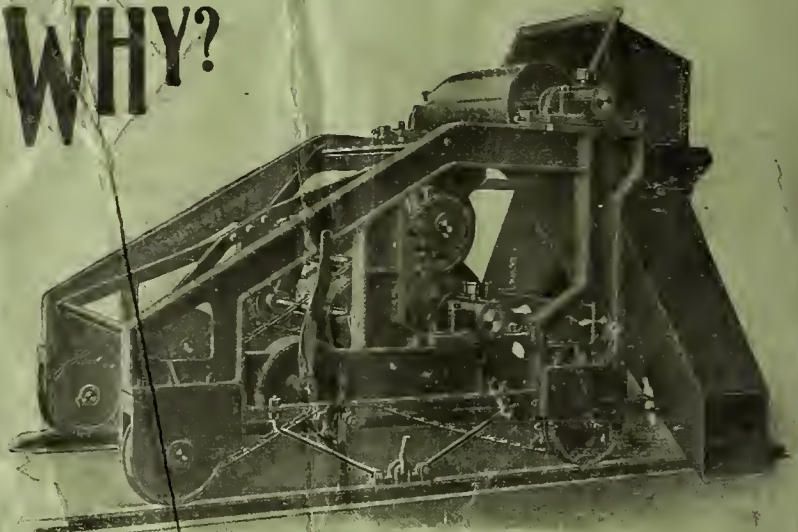
MUNCIE, IND

## Nobody Would Think

Of building an Elevator  
without getting Webster's  
Figures on the equipment

And then the Webster figures are made the basis of comparison for all the bids received.

## WHY?



**BECAUSE**—everybody knows that Webster Grain Handling Machinery and Power Transmission Equipment are the best that can be bought. "You can't get away from Webster Leadership in this line of work."

Above is shown style L Belt Conveyor Tripper,  
the latest development in Webster Progress.

**The Webster M'f'g Company**  
Tiffin, O.

NEW YORK  
88-90 Reade St.

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## WELLER-MADE

## Improved Man Lift

Note the following features  
which make this **WELLER Im-  
proved Man Lift** the most  
practical and safest on the market.

Operates without power, being fur-  
nished with counterbalance and equaliz-  
ing weights.

Positive brake, conveniently located  
for easy operation.

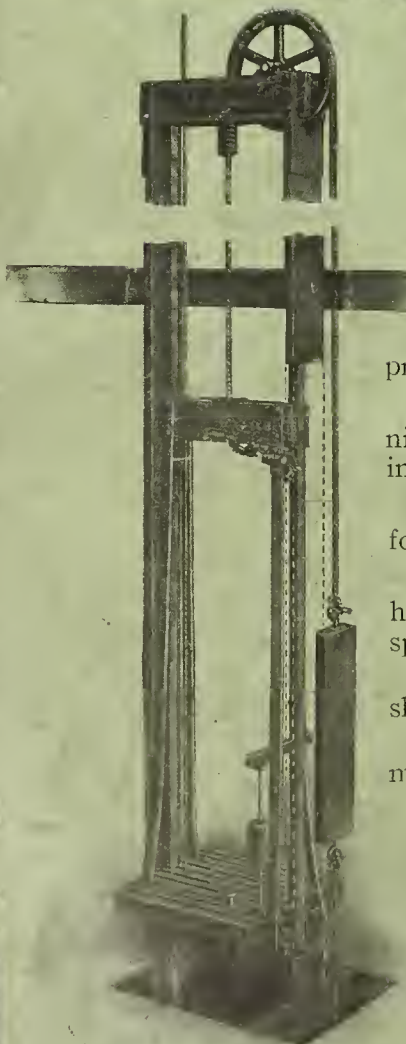
A new Coil Spring for bumper at  
head, instead of the old-style wagon  
spring.

Safety device, preventing car falling  
should the rope break.

Constructed of finest quality oak and  
maple.

Write for complete descrip-  
tions, and a copy of our No. 20  
catalog.

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CHICAGO



Let us **BUY** your grain if you wish to **SELL**  
Let us **SELL** your grain if you wish to **CONSIGN**

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## The Day Dust Collecting System

It is storm proof and spark  
proof and with no back pres-  
sure, the fan does more and  
better work.

The "Day" Means Quality

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